

THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 78

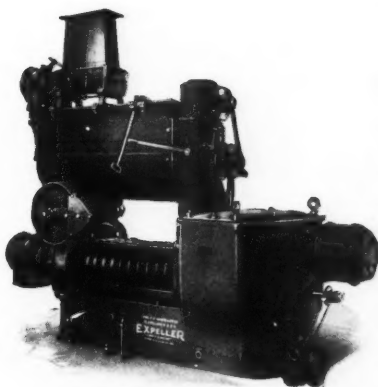
APRIL 14, 1928

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Number 15



Equipped Throughout with Timken Roller Bearings



Read These Advantages

- (1) Pressure 6 tons per square inch.
- (2) Constant rate, forced feed.
- (3) Choke arrangement replaces old cone point.
- (4) One-fourth easier accessibility.
- (5) Special G. E. High Torque Motor.
- (6) Magnetic removal of metal.
- (7) Push button control.
- (8) Three times as strong yet weighs the same.
- (9) Amount of oil in cake regulated by amount of power.

WHEN we designed the new Anderson R. B. Crackling Expeller, we determined that nothing would be left out that would give this expeller a lower operating cost, a maximum freedom from trouble and the longest possible working life.

With these ideals in mind, we have equipped the new expeller throughout with Timken Roller Thrust and Radial Bearings. These bearings reduce the frictional load to a minimum and overcome thrust, shock, weight and speed. The bearings as well as driving gears operate in an oil bath.

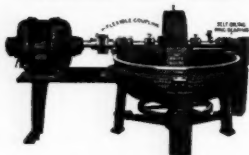
Timken Bearings assure quiet operation and many extra years of efficient power-saving operation.

Tremendous strength, easy accessibility, greater speed and simplicity, with increased production per ton, all unite in giving owners of the new Anderson Expeller a means of beating competition and of securing greater profits. It will pay you to investigate this machine thoroughly. Let us give you complete details.

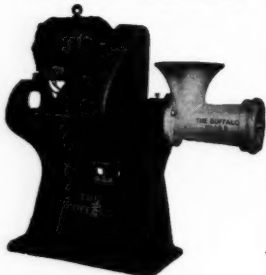


THE V. D. ANDERSON COMPANY

1946 WEST 96th STREET CLEVELAND, OHIO
Representatives: THE WESTERN ENGINEERING CO.
Dallas, Texas and San Francisco, California

"BUFFALO" Silent Cutter

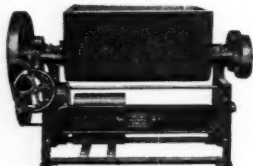
Produces the finest quality sausage meat.

"BUFFALO" Meat Grinder

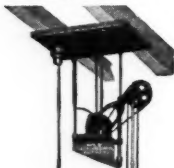
No more grinder troubles when you install a "BUFFALO"

"BUFFALO" Air Stuffer

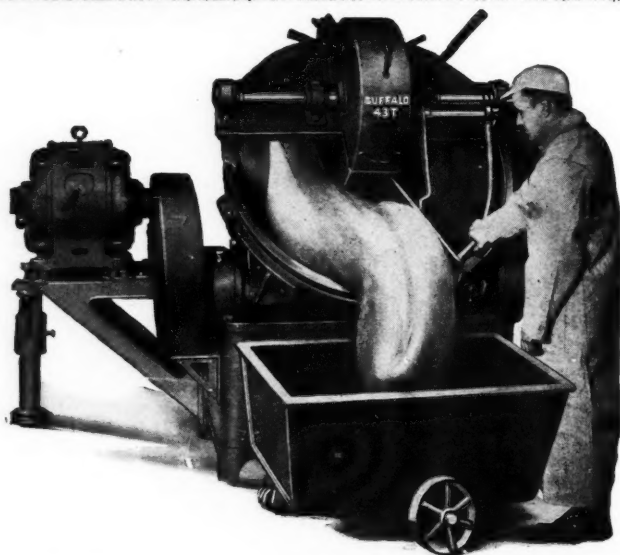
Equipped with the famous leak-proof Superior piston.

"BUFFALO" Meat Mixer

Mixes meat most thoroughly in least time.

SCHONLAND Patented Casing Puller

Saves 50% to 65% in time and labor at the stuffing bench.

**"BUFFALO" Self-Emptying SILENT CUTTER**

THE cost of producing quality sausage is reduced to a minimum with this wonderful machine.

Cuts and empties a batch of meat in 3 to 4 minutes.

No hands touch the meat; conforms with all sanitary requirements.

The saving in time, labor and power plus the increase in yield made possible by the Silent Cutter principle of cutting the meat, assures lower overhead costs and greater profits in the sausage room.

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THE NATIONAL Provisioner

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Meat Packing and Allied Industries

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

Volume 78. No. 15

APRIL 14, 1928

Chicago and New York

Know Your Truck Operating Costs

*Accurate Cost Keeping for the Fleet
and Reliable Performance Information
Are Aids in Keeping Efficiency High*

VII — Truck Cost Keeping Outlined

The motor truck department of a meat packing concern, in one particular at least, differs in no respect from other departments.

If the greatest efficiency is to be obtained, accurate cost and operating records must be kept.

These facts and figures are needed as a basis of decision on operating policies—to standardize on trucks and accessories, and lay out and plan routes by which the greatest tonnage can be moved at the smallest expense and with the least mileage.

Not infrequently motor truck operating costs will eat into profits seriously. If they are not watched, or if the department is operated carelessly, these losses sometimes mount to large sums.

Quite often these costs are not taken into account as an expense of doing business, and appear as a reason for a small profit showing at the end of a year's business.

Must Have All the Facts.

A meat business operating motor delivery vehicles should know the operating costs of these vehicles and how this cost is distributed among the various items of operation. It should also know the relation of these costs to the work accomplished.

The executive should also be able to arrive at a fairly accurate percentage figure representing the ratio between delivery cost

and gross volume of business in a given territory. Just as a concern in any line of business computes its percentage figures of selling cost, overhead and advertising.

For the concern that uses but a few trucks, cost and record keeping can be made a simple matter, once the proper basis is established for arriving at the figures.

In this case it is merely a matter of recording the purchases of fuel and oil and the expenditures for repairs, etc., as they are made, and then computing these with certain fixed charges and maintenance expenses.

But when large fleets are operated, or even a considerable

number of trucks, the need for better system increases. In these cases good management requires that a thorough system for keeping track of costs and watching operations closely be established.

Whether the number of vehicles operated is large or small, the same principles of cost keeping will apply. In this article are set down the necessary parts of an ideal cost keeping system.

This is the seventh of a series of articles on the use of motor trucks in the meat industry.

The first, "Training Motor Truck Drivers," appeared in THE NATIONAL PROVISIONER of December 25, 1926; second, "Taking Care of Meat Trucks," February 19, 1927; third, "Hauling Meat Animals to Market," April 30, 1927; fourth, "Penalties of Overloading," May 21, 1927; fifth, "Delivery Trucks as Meat Advertisers," June 18, 1927; sixth, "Managing the Fleet," September 17, 1927.

Figuring Delivery Costs

By Ernest A. Saunders

Due to varying conditions it is not to be expected that any system of motor truck cost and record-keeping can be taken up and applied to all firms in the meat industry without at least some minor changes. Few businesses are exactly alike as regards the manner in which they operate.

The system described herewith, however, is fundamental. With it as a basis, any concern should be able to establish a satisfactory system for its use regardless of its means and methods of operating its truck fleet.

In discussing a motor truck cost system it is well to give consideration first to all of those items which must be

Using Costs to

Better Efficiency

What size and style of truck will deliver your products, Mr. Packer, at the lowest cost per ton mile?

What kinds of tires are the most economical for you to use under the conditions existing?

What are your truck maintenance costs, and how often should each truck be overhauled?

These questions and many others pertaining to your delivery fleet are important and should be known. Unless this information is available, the greatest efficiency will not be obtained from the delivery fleet.

included to make the records complete. In this connection any system or method of computing costs must take into consideration the following accounts:

Cost Items to Consider.

FIXED CHARGES.

Amortization (reserve for depreciation).

Interest on investment.

Insurance, including fire, transportation and theft, public liability and property damage, and collision.

Taxes.

Licenses.

MAINTENANCE CHARGES.

Garage, including rent, heat, light, power, etc.

Repairs, including materials and labor.

Tires.

Painting.

Overhauling.

Administration requirements.

Battery renewal and charging.

RUNNING COSTS.

Gasoline (or electric power).

Oil.

Wages of drivers.

Grease, kerosene and waste.

Some concerns try to make too hard a job of keeping delivery costs, and bring in many difficult ideas and methods with the hopes of getting additional or more accurate information.

The more some of these systems are observed in operation, the more one is convinced that the most satisfactory system is the one which is, first of all, as simple and as fool-proof as it can be. That is why there is given here the very simplest form of cost keeping which will serve the purpose satisfactorily.

How Costs Are Summarized.

The first step in cost keeping is to establish an objective to be met by means of the daily records and their subsequent summaries.

Suppose, for example, at the end of a six months' period we want to have all the summarized facts before us so that they may be studied and so that we will know precisely about the service the motor cars have given and what this service has cost.

The following table fills the requirements adequately.

By way of explanation, it will be noted that this table is to be filled out once for each vehicle and that each line calls for a figure to be inserted from records previously obtained. The table computes itself as it goes along, leading finally to the figure which represents the cost per average delivery and collection.

OPERATION RECORDS.

For the period.....to.....Truck No.....
Period covered by this summary.....
Days of actual use

Days out for repairs

Total number of round trips

Number of deliveries made

Number of orders collected.....

Total orders out and in.....

Total miles traveled.....

Gasoline—total gallons used

Oil—total gallons used

Daily Averages.

(Based on days operated)

Round trips per day

Number of deliveries per day.....

Number of collections per day.....

Total average order in and out.....

Miles traveled per day.....

Average miles traveled per round trip.....

Average deliveries or collections per round trip.....

Miles per gallon of gas.....

Miles per pint of oil.....

COST RECORDS.

Investments.

Cost of chassis.....

Cost of body.....

Cost of cab.....

Cost of special equipment.....

Total investment.....

Value of tires.....

Investment, less tires, to be depreciated separately

Variable Charges.

(Total for period.)

Total cost of gasoline.....

Total cost of oil.....

Cost of tires (pro-rated for period according to mileage)

Cost of depreciation of investment (see explanation below)

Total cost of maintenance and repairs, painting, etc., pro-rated, actual or estimated.....

Total of variable charges.....

Wages of driver and helper (Note: some concerns figure this as a separate item not included here)

Total fixed charges (computed later in the table)

Total operation cost for period.....

Annual Fixed Charges.

Interest on investment (one-half of current rate on total investment above. See explanation below)

Taxes and licenses.....

Insurance

Garage expense

Total of above fixed charges per year.....

Total per day.....

Total for period (this is item to be inserted above as "Total Fixed Charges.")

Daily Costs—Summaries.

Cost per day operated.....

Cost per mile traveled.....

Cost per order, collected or delivered.....

Cost per order, collected and delivered.....

This form is simple enough, when carefully studied and worked out point for point. Only one or two items will need explanation.

Explaining the Items.

The total investment of the equipment is figured minus the tires for the purpose of arriving at the depreciation. The investment is best depreciated on the basis of the number of miles traveled in the period, that is, pro-rated according to the estimated mileage life of the vehicle which varies according to the size and make of truck. Tires are depreciated in the same way, but separately because they have a different figure of mileage life.

Interest on the investment, one of the fixed charges, is figured at one-half the current rate of interest because the item of depreciation throughout the

truck's serviceable life reduces the amount of the investment each year. Thus it is considered best practice to equalize this by considering only half of the interest charges.

Keeping the Cost Records.

With this outline of desired information as the objective, we are now ready to see how this information can be obtained.

Although it will be impossible to give a system which will be flexible enough to meet any individual set of conditions, the following points will be valuable in indicating what kind of records are necessary.

In working out a cost-record system, many concerns make the mistake of requiring too much of the drivers' time and expecting too much of his intellectual capacity. Wherever possible, this work should be done by the bookkeeping department.

1—Driver's Daily Report.—Some method of recording the driver's work, vehicle expense, mileage, etc., from day to day, obviously is necessary. The driver's daily report form usually works out very similar to a day-book in a bookkeeping system, and the items shown on it are later entered on summary records by the clerical department.

Many concerns provide each driver with a pad of printed slips, one of which is turned in every day. On this he records purchases of fuel, oil, etc., which are later checked with garage invoices.

Performance Records Are Made.

On this slip he also gives his performance records for the day. For example, at the end of a day's run he inserts his speedometer reading. At each unloading of goods collected, or loading of goods to be delivered, he inserts the number of orders in the proper space on the card. Finally, the number of round trips made in the day is often required.

This is all that is really required of the driver as far as cost keeping is concerned.

There are no difficulties to be met in most cases in getting this amount of information accurately, because a daily report form of this kind contains nothing which is too much to expect of the driver. Most attempts to go beyond this to get further data are dangerous.

A final point worth mentioning about the driver's daily report is that many concerns find it advisable to allow a space on the card for the driver's report on the condition of the vehicle. This is often very helpful in encouraging drivers to report irregularities of running which may be adjusted or repaired in their early stages, thus saving considerably on later repair bills.

2—Truck Day Sheets.—The drivers'

daily reports must be turned in to the clerical department, and here organized and put together in some systematic manner.

Data Summarized on Day Sheets.

The truck day sheet answers this purpose. There is one sheet per truck per month. The days of the month are ruled horizontally and the various items which are entered each day are ruled vertically. These items are merely a recapitulation of the driver's reports.

At the bottom of the column, where it is summarized at the end of the month, provision is made for adding the repair charges which have been incurred against that truck during the month (see point 4 following) and any other charges directly chargeable against the month, such as tire cost (according to mileage), driver's and helper's wages, garage rent, grease supplies, etc.

The result is that the final figure represents what it has cost to operate the vehicle during the month, with the exception of fixed charges, and those costs which are rightfully to be distributed over 12 months in the year.

Taking Care of Yearly Charges.

These latter costs are taken care of in this way: There may be a space allowed on the sheet set aside from everything else, where large current cost such as overhaul, painting, fines for traffic violations, etc., are inserted. These, together with the fixed charges (depreciation, interest, taxes and license) are usually carried over month to month and finally computed at the end of the year.

Or they may be so arranged that the large current costs may be divided by 12 and the fixed charges per month added as they are. Thus, the owner has at least an approximate figure at the end of each month which he may use as his guide and compare with other months and other vehicles.

3—Monthly Summary of Fleet.—This form is a very simple one to understand, it being a recapitulation of the truck day sheets for all trucks in the fleet, made up at the end of each month. This also is computed on a monthly basis, and finally recapitulated at the end of the year.

4—Daily Repair, Stock Room and Maintenance Report.—In order to keep track of each vehicle's maintenance expense, some form is necessary which will supply the information to be inserted on the truck day sheet for the items of repairs, overhauling, mechanic's time, washer's time, greaser's time, etc.

Repairs and Maintenance.

The way in which this is taken care of varies a great deal from one con-

cern to another simply because every concern has a different method of having this work done.

Regardless of whether inspections, adjustments, repairs, washing, greasing and oiling are done by drivers, helpers, employed mechanics or by an outside source, the point to remember is that all time charges, materials, parts or invoices should be charged individually against the vehicle for which the work was done.

When such service is done on the outside, it is a simple matter to request that invoices be itemized according to the vehicles and then entered on the truck day sheet. Work done by the driver or helper is often not charged against the vehicle, excepting the materials used, inasmuch as this is included in the item of wages.

Garage Accounts Kept Separate.

The concern that operates its own service and garage facilities will need a separate bookkeeping system for this, which will be very much the same as an accounting system for a business for itself.

For the present purpose in this article, there is no need to complicate the subject by attempting to bring in the cost-keeping requirements of a private garage and repair shop other than to mention briefly the following essential forms:

a—MECHANICS' AND HELPERS' TIME CARD. This is a simple time sheet daily record, giving the amount of time spent in repairs on each vehicle with materials used. The materials entered here are later checked with the daily stock room report (b), the price computed and charged in a lump sum with the time taken for the job on the truck day sheet.

b—DAILY STOCK ROOM REPORT.

Parts, supplies, and materials taken out of the stockroom by workmen are entered on this form. Many concerns carry this as a perpetual inventory, by means of which they can know at all times how much stock is on hand, and when stock needs to be replenished.

c—JOB TICKET. Overhauls, lengthy repairs and painting, when done in the company's own garage, are best handled by job tickets. This is usually a manila card about 9 by 12 inches, on which are entered all items of time and materials chargeable against a certain job on a vehicle.

d—MAINTENANCE CHART. While this is not a part of the cost keeping system, it is mentioned here while speaking of garage forms because the accountant recommends it to any concern that handles its own service work. There is a maintenance chart for each truck under this plan and this may be conveniently placed on the wall of the garage in the vehicle's customary parking position.

When oil has been changed in the motor, when parts of the truck have been greased or oiled, inspections made of the chassis, tires, etc., when water has been added to the battery and when carbon has been removed, valves ground, etc., this is marked on the maintenance chart. In this way neglect of maintenance, which is so essential to economical operation, is avoided and periodical attention to these details is provided for in a systematic way.

Tire Records Are Valuable.

5—Tire Record.—This is an optional form, not entirely necessary, but one which many concerns are finding very valuable. The tire record usually is in the form of a history card, there being one card for each tire in service. This record shows the amount of service



AN ATTRACTIVE TRUCK WITH SPEED AND CARRYING CAPACITY.

An interesting trend in motor trucks is the use of a motorbus chassis with a delivery body. Ease of riding, less depreciation and upkeep and higher average speeds are the advantages gained. Accurate accounting and performance records enable the packer to determine those types and sizes best suited to his needs and to standardize on vehicles most economical to operate under the conditions existing.

each tire has given and the cost per mile from the time it is purchased until it is scrapped.

In detail, the garage superintendent enters the time it is bought, the different cars on which it was used during its life, the wheel it is used on, and the mileage of each wheel. The cost of the tire is also entered and at the end of its life, the cost per mile, including repairs, is obtained.

This record is not only valuable in encouraging drivers to keep tire costs down, but it helps to make the cost system more accurate insofar as this item is concerned. Moreover, it supplies an excellent method of comparing different makes of tires and determining which the concern can use most profitably.

The foregoing suggestions on cost-keeping provide what is, in the writer's opinion, the best skeleton outline of a truck cost-keeping system that can be offered in such a general way, considering the great difference in conditions from one concern to another.

An individual study, based on this as a guide, should be very productive in reaching the ideal system for an individual business.

Another article in this series will appear in an early issue of THE NATIONAL PROVISIONER.

PREVENTS BRUISED MEAT.

Losses suffered by the packing industry from bruised livestock are enormous. These have been greatly reduced in the past few years through the efforts of the Committee on Livestock Losses of the Institute of American Meat Packers, working in conjunction with the Western Weighing and Inspection Bureau and various livestock associations.

These agencies have broadcast among stockyards employees, packer drivers and farmers much information on the proper handling of livestock to avoid bruises and injuries to the animals while in transit, in the stock yards or when driven to the packing-houses.

New devices have been worked out for use in driving animals to replace the whips and prodpoles formerly used for this purpose. One such device is a combination whip and stick devised by Gustav Holger, head of Swift & Company's harness shop at the Chicago plant.

This whip is made of 6-ply canvas, 30 inches long, doubled over two or three times and nailed to an 18 in. hickory stick. It is considered a great improvement over the old sticks and whips used in driving cattle and hogs.

But Mr. Holger was not satisfied. He believed that something still better could be made, so there would be no

possible danger of bruising the animals. With this in mind he has devised a driving stick made entirely of 6-ply canvas duck, with a few pieces of reed for stiffening stitched inside the handle and in the blade. This driving stick has been endorsed by R. W. Carter, chairman of the Committee on Livestock Losses, and the inventor was also rewarded by the suggestion committee of his own company.

LIBBY REPORTS GOOD YEAR.

Net earnings of Libby, McNeill & Libby for the fiscal year ended March 3, 1928, are listed at \$1,775,375.70, with a balance to surplus for the year of \$515,375.70.

The net working capital of the company, including its domestic and foreign subsidiary companies, is \$25,519,523.00, showing \$3.01 of current assets against each dollar of current liabilities.

During the past year new factories were built and put in operation for the canning of certain fruits and milk. With the better balance in the various lines of the company thus established, it is expected that new construction for 1928 will not call for as large expenditures as those of 1927.

All plants have been maintained in first-class operating condition, and customary depreciation reserves at standard rates have been set aside. Commenting on the merchandising and distribution system as related to the company's products, President Edw. G. McDougall said:

"The period through which this country is now passing is one of keen competition in the merchandising of goods throughout the entire system of distribution. There has never been a time in our industry when more intelligent merchandising efforts were being

made by the manufacturer, wholesaler and retailer than at present.

"Sound merchandising practices mean better values and better service to the consuming public, and it is only upon the basis of service to the public that a manufacturer can expect to make progress.

"The minds of men in the industry are concentrated on the elimination of wastes, both in production and selling, with the result that, though margins of profit are narrower, our products are reaching consumers in better condition and on a lower cost basis than ever before."

The consolidated balance sheet of the company, including all interests, domestic and foreign, at March 3, 1928, is as follows:

ASSETS.	
Current and Working Assets:	
Cash	\$ 2,387,063.45
Accounts Receivable	6,541,197.16
Inventories—	
Product	\$22,276,176.08
Ingredients and	
Supplies	3,279,978.49
Growing Crops,	
etc.	3,440,569.83
	28,996,724.40
Prepaid Insurance and Interest..	311,676.71
	\$38,236,663.66
Investments	1,169,357.54
Deferred Expenses on Future Contract Sales	469,877.50
Bond Discount and Expense.....	752,526.03
Plant	\$27,508,306.00
Less: Reserve for	
Depreciation	10,612,438.70
	16,895,867.30
	\$57,524,292.03

LIABILITIES.	
Current Liabilities:	
Notes and Accounts Payable.....	\$12,717,140.65
Purchase Money Mortgage.....	100,000.00
First Mortgage 5% Sinking Fund	
Fifteen Year Gold Bonds, dated	
October 1, 1927.....	12,500,000.00
Reserves—Pension Fund and Other.	984,558.90
Preferred Stock, 7% Cumulative,	
Par \$100	18,000,000.00
Common Stock, 675,000 shares, Par	
\$10	6,750,000.00
Surplus	6,472,562.38
	\$57,524,292.03

SURPLUS ACCOUNT.	
As at March 5, 1927.....	\$ 6,471,795.42
Profit, after depreciation, taxes and interest, for fiscal year ending	
March 3, 1928.....	1,775,375.70
	\$ 8,247,171.12
Preferred Dividend Paid.....	1,260,000.00
	\$ 6,987,171.12
Writing off balance of Discount on 7% Bonds retired November 1, 1927, and the premium paid thereon	514,578.74
Surplus as at March 3, 1928.....	\$ 6,472,562.38

Among its packed food products the company makes a specialty of corned beef, roast beef, vienna sausage, potted meat, deviled ham, sliced dried beef, sliced bacon, corned beef hash, veal loaf, imported style frankfurter, beef steak and onions, hamburger steak and onions, tripe, ox tongue, lunch tongue, chili con carne, chop suey, Mexican style tamales, bouillon cubes, beef extract, meat with sandwich spread, beef stew, pork and beans and mince meat.

Condiments and relishes, canned milk, fruits, vegetables, jellies and jams and certain miscellaneous food products form a very considerable proportion of the total business.



DEVICES NEW DRIVING STICK.

Gustav Holger, Swift & Company employee, with canvas driving stick originated by him. The stick is made entirely of canvas with a few pieces of reed stitched inside to stiffen the handle and blade. At Mr. Holger's right is a combination hickory and canvas driving stick which he also devised and which he has now improved on.

Packers to Hear Talks on Practical Topics

First of Series of Semi-Annual District Meetings at Nashville To Be Followed in Other Sections

Plans and programs are virtually complete for the five divisional meetings which will be held in important packinghouse centers during April and May under the auspices of the Institute of American Meat Packers.

The first of these meetings will be held on Friday, April 20, at Nashville, Tenn.

The other meetings will be held in Cleveland, O., on May 3, in New York on May 4, in Cedar Rapids, Iowa, on May 9, and in St. Louis on May 11.

Programs of all of the meetings will embrace operating and sales subjects of timely interest and importance.

The program of the Nashville meeting follows:

The Nashville Program.

Program for meeting of Division III, Nashville, Tenn., Friday, April 20, 1928. Chamber of Commerce Rooms.

Divisional Committee: Henry Neuhoﬀ, Chairman; Lorenz Neuhoﬀ; Joseph M. Emmart.

Morning Session, 10:00 a. m.

"The Institute's Elimination of Waste Program," H. R. Davison, Director Dept. of Waste Elimination & Live Stock, Institute of American Meat Packers.

"Profitable Selling," T. J. Yarbrough,

sales manager, Neuhoﬀ Packing Co., Nashville, Tenn.

"Trends in Retail Merchandising," H. W. McCall, J. H. Allison & Co., Chattanooga, Tenn.

"The Market Situation," Paul I.



H. J. KOENIG.

Asst. Gen. Supt. Armour and Company, Chicago, will talk on "Elimination of Wastes in Plant Operations."

Aldrich, Editor, THE NATIONAL PROVISIONER, Chicago.

Luncheon, 12:15 p. m. Chamber of Commerce.

Afternoon Session, 2:00 p. m.

"Scientific Research Results," W. Lee Lewis, Director, Dept. of Scientific Research, Institute of American Meat Packers.

"Coal Saving Possibilities," H. D. Tefft, Director, Dept. of Packinghouse Practice & Research, Institute of American Meat Packers.

"Elimination of Wastes in Plant Operations," H. J. Koenig, Armour & Company, Chicago, Ill., Chairman, Subcommittee on Engineering and Experimentation, Institute of American Meat Packers.

General discussion to follow each talk.

Dinner Session, 6:00 p. m.

Andrew Jackson Hotel.

"The Business of Meat Packing," W. W. Woods, Executive Vice-Presi-

dent, Institute of American Meat Packers.

"The Agricultural and Business Outlook," Gus Dyer, Editor, The Southern Agriculturist.

The Other Meetings.

President Oscar G. Mayer and Executive Vice-President W. W. Woods will be speakers at the Cleveland meeting. Mr. Mayer will discuss the work of the Institute and Mr. Woods will give a talk on "The Business of Meat Packing." G. L. Talley of the Jacob Dold Packing Company will give a talk on "Wastes in Plant Operations."

Among other talks will be those by Howard C. Greer, Director of the Department of Organization and Accounting of the Institute of American Meat Packers, W. Lee Lewis, Director of the Institute's Department of Scientific Research, and H. D. Tefft, Director of the Institute's Department of Packinghouse Practice and Research.

Mr. Mayer and Mr. Woods also will talk at the New York meeting. George A. Schmidt, of Otto Stahl, Inc., will discuss "Retail Merchandising Developments," and Frank M. Firor, president of Adolf Gobel, Inc., will discuss "New Methods of Merchandising Sausage." In addition, there will be several other talks on subjects of keen interest to packers.

Equally interesting programs will be given at the Cedar Rapids and St. Louis meetings, announcements of which will be made within a few days.



HENRY NEUHOFF.

President Neuhoﬀ Packing Co., Nashville, Tenn., Chairman of the Nashville Meeting.



W. W. WOODS.

Executive Vice President, Institute of American Meat Packers, will talk on "The Business of Meat Packing."

Russian Meat to Europe Frozen Product Is Put on French Market with Success

(Special Correspondence of The National Provisioner.)

Reval, Esthonia, Mar. 15, 1928.

In recent months special effort has been made by the Russian government to find a market for its surplus meat in Europe. Experimental shipments of frozen beef, mutton and hog carcasses have been made to different European countries, and considerable quantities of cured hog products have been shipped to the United Kingdom.

Reports from Russian sources indicate a satisfactory market for these products, although some consular reports point to conditions in Russian cattle raising and slaughter that need improvement before the product can find general distribution in Europe.

The product of Russian hogs offers the sharpest competition with American meats.

Plan for Russian Exports.

The following is an outline of plans so far made for the production and export of meat from Russia.

Before the war several attempts were made to export from Russia frozen meat into other European countries, but for different reasons these exportations were not important and only the export of bacon to England grew to large proportions.

The world war cut short the export of meat from Russia, and only three years ago the Russian Government started to build export slaughter houses and cold storages for perishable goods, including meat.

During this period slaughter-houses producing bacon were built in different parts of Russia—Poltava, Kremenchoug, Voroneje, Armavir, Leningrad, etc.—as well as export cold storages at Leningrad, Odessa and Novorossisk.

Russian Bacon on Market.

Part of the Russian bacon was prepared from Russian hogs killed at Reval, Esthonia, and also at the slaughter-houses at Libau. These last three years Russian bacon appears regularly on the London market, and is quoted at the London Provision Exchange. However the price of Russian bacon is lower than the price of Polish or Lithuanian bacon.

At the beginning of 1927 several attempts were made to export frozen mutton and hogs to England. Satisfactory results were obtained, but the export from Russia to England had to be stopped in accordance with the decree of May, 1927, forbidding the import to England of every kind of fresh meat shipped from continental Europe.

In the autumn of 1927 the question

of the export of meat from Russia was raised again. At the same time the installation of a great cold storage building was finished at Odessa, and two refrigerated vessels were sent to the port of Odessa.

First Frozen Meat Shipped.

In November, 1927, the first lot of frozen meat, consisting of 200 tons, was shipped from Odessa to Genoa, Italy. Part of this cargo was unloaded in the cold storage house at Genoa, but the largest part was unloaded in the freezer docks at Marseilles.

This cargo of frozen meat was composed of 341 fore quarters of beef and 373 hind quarters; 1,550 carcasses of frozen mutton, and 402 frozen hogs, averaging about 180 lbs. each.

At the landing of the cargo at Marseilles, half of the lot was shipped in insulated cars to Paris and unloaded at the "Frigorifique de Bercy."

At Marseilles as well as at Paris this meat was subjected to a very severe inspection by the sanitary service and purchasers and agents of important English and American import firms. Notwithstanding this severe control the goods were found of quite good quality.

Arrived in Good Condition.

The whole lot landed strongly frozen. The packing was even too perfect; for instance, the hogs were packed in two bags: the first of cloth, the second of jute. Generally the packing was very good. The sanitary inspection found the quality of beef, mutton and hogs quite satisfactory.

As to the quality of the meat, it was the hogs which answer best the requirements of the market, not taking into consideration a few carcasses too fat and too heavy.

The quarters of frozen beef were of a better quality than some from South America, but because of the unevenness of the fat they were considered as second quality.

The mutton carcasses also were equal to the quality of the frozen mutton from Argentina and Australia.

In order to acquaint purchasers with Russian frozen meat, it was sold in December to a large number of clients. Conclusions from this experiment were:

The first experiment in the importation of frozen meat to France was satisfactory.

The prices, if compared with the world prices of Paris and London for frozen meat and mutton, also were satisfactory.

Prices of frozen hogs, compared with those of Holland, were even higher than the corresponding prices of bacon on the London market.

The cooperative institution and cargo lines of the U. R. S. S. (Russian soviet government organization) hav-

ing obtained good results from the first experiment in importing frozen meat to France, decided to undertake a large plan for export of frozen meat into France, Belgium and Italy, and there is said to be no doubt that in 1928 the import of frozen meat from Russia into these three countries will be thoroughly organized.

VIEWS ON RUSSIAN MEATS.

Need for improvement of Russian cattle herds and of packinghouse conditions in Russia before the beef can find general distribution in Europe is pointed to in a report transmitted to the U. S. Department of Commerce on March 1, 1928, by the American assistant trade commissioner at Riga, Latvia. This report is in part as follows:

"Statistics regarding Latvia's export trade in meats during 1927 have just been published, and it is interesting to note the continued increase since 1924. A considerable quantity of mutton and beef was exported in the years 1924 and 1925 but the trade during the last two years has been confined almost entirely to bacon and pork.

"Latvian beef is of inferior quality but would no doubt find a market in Germany, where it could be used to advantage by sausage makers, were it not for the stipulation in the Russian-German trade agreement which provides that Russian beef must be accorded the same treatment as beef from the Baltic States.

"Because of the prevalence of disease in the cattle herds in Russia and the lack of sanitary packing-house methods, Russian beef is not allowed to be imported into Germany and therefore Latvian beef is shut out. Similarly, Latvian beef can not be exported to Czecho Slovakia because of regulations regarding the shipment of meats through Poland.

"Sweden has recently removed the embargo on beef from Latvia, and there is a possibility that exports to that market will increase considerably. However, Sweden demands beef of the best quality and a great deal is said to depend on the ability of Latvian exporters to supply regularly the quality satisfactory to Swedish buyers in quantities required."

Later consular reports transmit a report received through Russian sources on the favorable reception given cargoes of meat delivered to an Italian port. This report is as follows:

"The Russian refrigerating steamer Don has just returned from its second sailing, according to the February 14, 1928, issue of the Moscow Economic Life. This steamer carried to Genoa, Italy, a cargo of frozen meats and pork. At first the firms controlling the meat market, purchasing their goods from the United States, made considerable objection to these Russian shipments.

"However, an analysis of the Russian meat products have shown their superiority, because the Russian meat imports are distinguished by the freshness and abundance of fats, according to the Russian statement. The meats were sold immediately. The small Italian traders have combined to make purchases of Russian meats on a co-operative basis."

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timore, Md.; Thomas E. Wilson, Wilson & Co.,
Chicago.

More Meat and Lard Exports

Considerable improvement in the ex-
port movement of meats and lard is
shown in February, 1928, over the pre-
vious February.

Lard exports for the month were
about 30,000,000 lbs. more, and were
the heaviest for February since 1924.
How much of this lard was consigned
of course does not appear in the statis-
tics.

While meat exports were approxi-
mately three and one-half million
pounds more than last February, they
are still way below those of previous
years, being only about 22 per cent of
those of February, 1920.

A generally-improved economic con-
dition in the European markets is re-
ported, with evidence that no sharp re-
cession in business is in prospect in
Northern and Central Europe in the
next few months.

The generally high level of indus-
trial activity prevailing over most of
Continental Europe was well sustained
during March, but there are possibili-
ties of labor troubles in Germany,
Sweden and several other countries
which may have some influence on the
industrial situation.

In general, however, somewhat bet-
ter markets for American meats and
lard appear in prospect, at least from
the standpoint of demand. Improved
price levels are less promising.

Kidney Has Health Value

The disposition of edible meat prod-
ucts such as liver, kidney, heart and
brain used to be a packer's problem.

Either he used as much as he could
in sausage or head cheese, sent them
to the rendering tank—where in most
cases they had little value—sold them
for a song, or gave them away.

Modern science has changed all of
this. Researches have proven these
products to be highly valuable, because
of the vitamin A contained in liver and
kidney and the iron content of kidney,
heart and brain.

As the value of these products in the
diet of the patient suffering from
anemia or ailments due to a lack of
iron become better appreciated by phy-
sicians, the demand for the products
has grown. At first calf's liver was

recommended for us in anemia, then
beef liver—and now it is conceded that
hog liver contains as valuable ingre-
dients as either of the other.

Recent experiments at the Institute
of Animal Nutrition, Pennsylvania
State College, showed that veal kidney
and beef heart and brain contain about
twice as much iron as the muscle meats
of these animals. Beef kidney was
found to contain twice as much iron as
egg yolk.

Both liver and kidney are finding
wide usage where certain diets are pre-
scribed, even among children's special-
ists for infant feeding.

Because of their size the kidneys are
much less important as a credit to a
carcass than is the liver. But they are
not so unimportant that packers can
afford to overlook the opportunity in
pushing the sale of kidney, as well as
that of all kinds of liver.

Too many people, both in and out of
the industry, think it is only liver that
is so valuable in the prevention and
treatment of anemia and some other
diseases. They should be reminded that
kidney, also, has an important place.

Such is Human Nature

Some idea of the trend in the cattle
market is given in recent contracts
made in the Southwest for unborn
calves and purchases of three-year-old
steers.

The unborn calves of one high grade
Hereford herd are reported to have
been contracted for fall delivery at \$45
per head. This is believed to be a re-
cord contract price. Similar contracts
were made with other ranchers in the
section at \$40 and \$41 per head.

From the same section come reports
of sales of coming three-year-old
steers at \$107.50 per head. These cattle
were not sold for slaughter but for pas-
ture. Faith in the cattle industry was
shown further when 1,000 head of three-
year-old steers were purchased for
\$100,000 cash.

Such contracts and sales as those
listed, together with contracts for un-
born Western lambs at \$11, indicate the
stockman's confidence in meat demand.

On the other hand the hog raiser is
liquidating. Hog prices are down, and
he's a pessimist. Such is human na-
ture!

Practical Points for the Trade

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To Make Mettwurst

An Eastern sausage maker wants to make mettwurst, but he does not indicate the kind of mettwurst, whether the Swedish or the product that is ready for quick delivery. He says:

Editor The National Provisioner:

Please send us a formula for Mettwurst. This product is being sold around here quite extensively and we would like to make it too.

Mettwurst may be made of all pork, or a combination of pork and beef.

An All-Pork Mettwurst.

The formula for the all pork product is as follows:

Meats:

50 lbs. lean pork trimmings

50 lbs. regular pork trimmings

Grind the meats through the one-inch plate of the hasher and put them in the mixer adding

6 oz. ground white pepper

2 oz. mace

8 oz. sugar

2¼ to 2½ lbs. salt

2 oz. saltpeter

Mix the meat and seasoning about 2 minutes. No water or cereal is used with this formula.

Then hold the product in the cooler at 38 degs. F. for 72 hours. Stuff in beef rounds cut 14 in. long.

After stuffing, the product should be held in natural temperatures for 2 to 4 hours, until it is partly dry. Some sausage makers let it hang in the dry room for 1 or 2 days. Then smoke in a cool smoke, not over 80 degs. F., over night.

Take from the smokehouse and shower with hot water. This has a tendency to swell the product. Then hold at a temperature of 50 degs. F. If held in cooler temperatures the sausage has a tendency to bleach.

The product should be made fresh every week.

Pork and Beef Formula.

If it is desired to use both beef and pork in the manufacture of mettwurst, the following formula and directions will produce a nice product:

Meats:

60 lbs. boneless chucks, trimmed

30 lbs. frozen regular pork trimmings or S. P. ham fat

10 lbs. beef tripe, cooked

100 lbs.

Seasoning:

3 lbs. 10 oz. salt (when ham fat is used)

4 lbs. salt when pork trimmings are used

4 oz. granulated sugar

2 oz. nitrate of soda or saltpeter

8 oz. ground white pepper

Grind the boneless chucks and beef tripe through the 7/64 in. plate of the hasher. Then put the boneless chucks and beef tripe on the rocker block and rock for about 10 minutes, adding the seasoning.

Then add the pork trimmings or ham fat, as the case may be, and rock all together for an additional 10 minutes, making a total rocking time of about 20 minutes, or a medium fine cut.

Put the meats in the cooler at a temperature of 36 to 40 degs. and spread on shelving pans or boards for 48 hours minimum time or 72 hours maximum time. Knead the meat by hand on the shelving pans, to exclude air.

When taken from the cooler the meat should be put in the mixing machine and mixed for about 3 minutes.

This product is stuffed in beef rounds cut 18 in. long. The casings should be carefully inspected to see that they are in good condition and fully cured before using.

Product must be packed tightly into the stuffing machine. A pressure of 80 lbs. is sufficient for stuffing this grade of meat. Stuff the casings to full capacity, having them as plump as possible when stuffed.

Puncture the casings to prevent air pockets between the casing and the meat.

Then hang on trucks, carefully spreading so the product does not touch, and put in the cooler at a temperature of 36 to 40 degs. for about 24 hours. The product is then ready for the smokehouse.

After it is carefully hung in the smokehouse, start a slow cold smoke, using hardwood sawdust only. Carry the temperature of the house for the first 24 hours at from 70 to 72 degs., or until a good color is obtained and the entire surface of the casing is thoroughly dry.

Then gradually give the product a little more heat, and finish off at about 90 degs. for a few hours, or until the desired color is obtained. Then remove from smokehouse and place on trucks where the product will not be exposed to draft. When the truck is full cover with burlap and put in the dry room.

Hang closely together in the dry room for the first few hours so the sausage may come down gradually from smokehouse to dry room temperature without wrinkling or shrivelling. Then carefully spread in hanging sections so the product does not touch. Hang burlap around the sections in curtain form to prevent too much air circulation or draft.

The product made with this formula is not intended to be dried, but may be shipped or sold strictly fresh within 24 hours after putting in the dry room.

[EDITOR'S NOTE.—Swedish Mettwurst is a dry or summer sausage, the formula for which and method of handling are somewhat different.]

MEAT INSPECTION CHANGES.

Recent meat inspection changes are announced by the U. S. Bureau of Animal Industry as follows:

Meat Inspection Granted—Old Virginia Ham Co., Inc., Hermitage Road at Leigh St., Richmond, Va.; E. M. Todd Co., Inc., Hermitage Road at Leigh St., Richmond Va., and Patrick Young Co., Inc., Southern Packing & Provision Co., Chas. M. Levenson Co.

Meat Inspection Withdrawn—Lake View Packing Co., Chicago, Ill.; The George E. Marsh Co., Lynn, Mass.

Meat Inspection Extended—Trunz Pork Stores, Inc., New York, N. Y., to include Max Trunz; Hygrade Food Products Corporation, 454-458 North American St., Philadelphia, Pa., to include Bernard S. Pincus and the United Beef & Provision Co.

What is the emulsion method of preparing sausage meats to increase binding qualities? Ask the "Packer's Encyclopedia," the meat packer's dictionary and guide.

Making Dry Sausage

It is only recently that these delicious products have been made to any great extent in this country. Special air conditioning apparatus is needed, as definitely controlled temperatures and humidities are essential, especially in the hanging room.

A recent illustrated article in THE NATIONAL PROVISIONER discussed operating conditions, temperatures and humidities needed to make dry sausage. It followed the product from the stuffing bench clear through to the sales end in a most complete fashion.

Reprints of this article may be had by filling out and mailing the following coupon, together with 5c in stamps.

Editor The National Provisioner,
Old Colony Bldg., Chicago, Ill.
Please send me your reprint on
"Making Dry Sausage."

I am
I am not a subscriber to THE
NATIONAL PROVISIONER.

Name

Street

City State

5c in stamps enclosed.

Tallow and Grease Color

A packer in the Northwest wants to know about color in tallow. He says:

Editor The National Provisioner:

We would like to know if there is any standard color reading for tallow. We would like this information so our tallow could be as nearly standard color as possible.

The color of tallows and greases is determined by matching against standard yellow and red Lovibond tintometer glasses. The tintometer is furnished with suitable glass tubes, and the lighter colored fats are read through a column 5 1/4 in. high, while darker colored fats are read through a 1 1/4 in. column.

There are no specified market standards for tallow color reading. Different houses have different standards.

The following is a fairly average reading for prime packer's and No. 1 tallow:

Prime packer's tallow, 2.8 red, 25 yellow, after being bleached with 4 per cent standard fuller's earth.

No. 1 tallow, bleached to 7 red, 31 yellow.

In the case of prime packer's tallow, some bleach with 5 per cent fuller's earth until the tallow reads not over 30 yellow and 3.5 red.

To Make Spiced Ham

An Eastern producer of fancy meats has seen a product known as "spiced ham" being sold in his territory and wants to know how to make it. He says:

Editor The National Provisioner:

How do you make spiced ham? This product is put up in 6 lb. tins. It is being sold in this territory and retailers say the trade likes it.

What appear to be new products are being made up by packers from time to time, but often the new is really only an old product in a new dress, under a new name, with different seasoning, or else is a new combination worked out by some clever manufacturer.

Regarding "spiced ham" put up in 6 lb. tins, about which this subscriber asks:

There are many kinds of ham loaf, in some of which extra lean blade meat or extra lean pork trimmings are chopped coarse and packed in square ham cookers which have been lined with pork skins and cooked just the same as hams. In most cases this product is not spiced. In some cases, however, pimento and pistachio nuts are added.

A product carrying the name of ham would doubtless be made up of ham trimmings. If, on the other hand, ham bologna is really the product and it is processed, it should be a simple matter to duplicate.

Two Spiced Ham Recipes.

Following are two recipes either one

of which may produce a satisfactory product:

Use extra lean pork trimmings or blade meat cut through the 1 in. plate of the grinder. These trimmings are cured with 3 lbs. salt, 1 lb. sugar and 2 oz. of saltpeter per 100 lbs. of meat.

They are then packed solid in a tierce and cured for 5 days at a temperature of 38 degs. F. At the end of the curing time, chop in the silent cutter, not too fine, like bologna, adding about 10 to 15 lbs. of shaved ice while chopping.

Season with ground mustard seed, pepper and mace to taste. Pack in 6 lb. tins and put on cover, made for this purpose. Cook about 3 hours at 150 to 155 degs. F.

Another method by which this product could be prepared is as follows:

Take extra lean pork trimmings or blade meat that has been dry cured 15 to 20 days by using the curing formula given above. Cook in a jacketed kettle until tender, with just enough water to cover. Then grind through the 1/2 in. plate of the grinder and mix with about 5 per cent pork skins which have been cooked tender and chopped very fine through the grinder or silent cutter if possible. The ground skins help to bind the mass together.

Season as above and pack in 6 lb. tins while hot. Place a board on top to press them the same as jellied tongue. This must be done in a cooler. When chilled the tins are ready to be sold.

Operating Pointers

For the Superintendent, the Engineer, and the Master Mechanic

HANDLING THE NIGHT LOAD.

Diesel engines, it is reported, will be the main power units in a large packing plant being built in South America.

This is a radical departure in packingplant practice where steam in large quantities is used, and boilers therefore are a necessity. What the conditions are in this particular case, and how it is expected to use these prime movers to advantage, is not known. It seems certain, though, that the situation is an unusual one.

It is very doubtful if, under conditions in American packing plants, Diesel engines ever will find very extensive use as main power units. As long as steam continues to be used in large quantities for uses other than power, as is now the case, the prime mover operated with steam probably always will give the best results.

However, there is a place in the packing industry for the Diesel engine, particularly in the smaller plants where oil or pulverized coal is burned under the boilers.

Meat packing steam loads are subject to extreme fluctuations.

For many hours of the working day steam is required for power and processing work to the limit of the boilers. For the remainder of the twenty-four hours the power load is light, and the principal use for steam is to operate the power generating equipment, principally to produce refrigeration.

With pulverized coal or oil a boiler can be started cold, and cut in on the line in about thirty minutes. Steam can be had promptly when it is wanted, and the steam pressure raised without undue expenditure of fuel.

With steam pressure to be had quickly, the Diesel engine offers possibilities for use during times of small power loads. It would make possible the saving of a shift in the boiler room, a saving of coal and would reduce the expense of boiler maintenance, repairs and upkeep—savings that would pay the overhead costs on the engine and leave a profit. In addition, the engine is ready for "stand-by" service at any time.

One packer has seen the possibilities of the Diesel engine and the savings to be made with it and is now considering an installation. This, if made, will be the first of its kind in the packing industry in the United States. Other packers who are interested in reducing steam and power costs would no doubt, be able to arrive at some interesting figures from a careful study of the possibilities of this unit in their plants.

[EDITOR'S NOTE.—Comments and criticisms are invited from packinghouse operating men. Address Editor, The National Provisioner, Chicago.]

Temperatures!

Do you watch them

In the hog scalding vat?

" " rendering kettle?

" " lard tank?

" " ham boiling vat?

" " sausage kitchen?

" " smoke house?

" " meat cooler?

" " tank room?

Or in a dozen other places in your plant?

If you do not, you are losing money every day.

Reprints of articles on Temperature Control in the Meat Plant which ran in THE NATIONAL PROVISIONER may be had by subscribers by filling out and sending in the following coupon, together with 5c in stamps.

THE NATIONAL PROVISIONER,
Old Colony Bldg., Chicago.

Please send me reprints on Temperature Control in the Meat Plant.

Name

Address

City

Enclosed find a 5c stamp.

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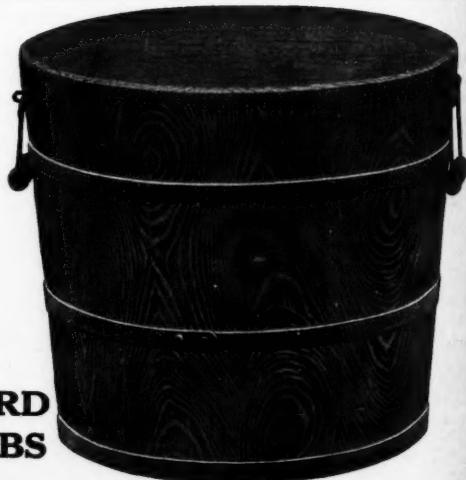
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NOTE: We also make the largest line of Butchers' Tubs (Genuine Va. White Cedar)

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A Page for the Packer Salesman

Arguments Hinder Sales How to Answer the Customer's Objections and Get Order

If the meat salesman would prepare a list of logical and reasonable answers to the more frequent objections he has from customers, his work would be easier and he would save time.

One meat salesman brings up this interesting point in a recent letter to THE NATIONAL PROVISIONER. He also gives a few of his stock answers to these objections for the benefit of other salesmen in the industry.

He says:

Editor THE NATIONAL PROVISIONER:

One of the things I learned soon after I took my first job peddling meats was to avoid arguments. "Sales arguments" I learned are bad business. They seldom convince anyone and rarely make sales. It's sales conviction that turns the trick.

Every salesman has to meet some objections and overcome them. If he is clever he will anticipate many of them and clear them up in the prospect's mind before they are uttered. And when he does have to answer objections he does it in a tactful manner without giving the customer offense or chance to argue with him.

I suppose, in time, all meat salesmen build up sales talks for use in meeting sales objections. I know this has been true in my case, and I sometimes wonder if these might not be improved on. They seem to fit the needs very well and I am giving some of them for the benefit of others in the game, and in the hope that if there are better ones someone will reciprocate by passing them on for my benefit.

An Answer to High Price.

"Your price is too high," is the one objection that the meat salesman has to meet more often, perhaps, than any other. Sometimes this complaint is justified, but more often it is not. In any event something must be said. Here is my comeback:

"You are buying these meats to sell, not to keep, Mr. Smith. You must admit that more and more people want the better meats. These necessarily cost more than the lower grades and they make you a better profit on each sale. They satisfy your trade and bring more customers into your store. You should figure the cost on what you sell for rather than on what you pay."

Another is, "My customers want cheaper meats. They will not pay for those of higher price."

Good Meats Can Be Sold.

Here is my come-back for this:

"It is true that people buy what they are accustomed to. They are liable to keep on buying the cheaper grades until they know of the better ones that carry a greater margin of profit for you.

"And people will buy the better grades of meats. Brown, down the street, is selling them. Perhaps housewives go to him because they can't get the grades they want from you. You ought to have more of that higher-profit trade, Mr. Smith, and you can get it with the right meats in your cooler."

The fear of competitors makes this objection common: "You sell my competitors, therefore, I can't use your goods."

Here is my answer to this:

"You can't force people to buy from you, Mr. Smith. They will trade where they please, and they will buy what they want and what they know about.

Known Brands Sell Quicker.

"Every sale of our brands in your town makes them better known and creates a greater demand for them. Each of your customers has friends and acquaintances who trade with your competitors. And these friends and acquaintances learn about the brands your competitors carry.

"If they want these brands they will

come to you first for them. If you do not carry them they will go to those stores that have them in stock. You do not want to drive your customers to your competitors, do you?"

There are other objections the meat salesman hears regularly, but I believe these will suffice for the time. Later I will discuss more of them.

How do you answer these objections, Mr. Salesman?

Yours very truly,
Meat Salesman.

GETTING CUSTOMER INTEREST.

The first aim of the meat salesmen when calling on prospects should be to secure his interest and maintain it throughout the sales discussion.

The average retail meat dealer has not the slightest interest in the affairs of the salesman—his company, his business, etc.—unless he can see some connection between them and his welfare.

He is interested in himself, his business success and his material gain. These are the keynotes for the salesman to strike if he is to get and maintain interest.

There are various ways of appealing to the self-interest of the retailer, but the following embody the main essentials in selling the meat trade: 1—Increased profits. 2—Satisfied customers. 3—New customers and increased volume. 4—Quicker turnover.

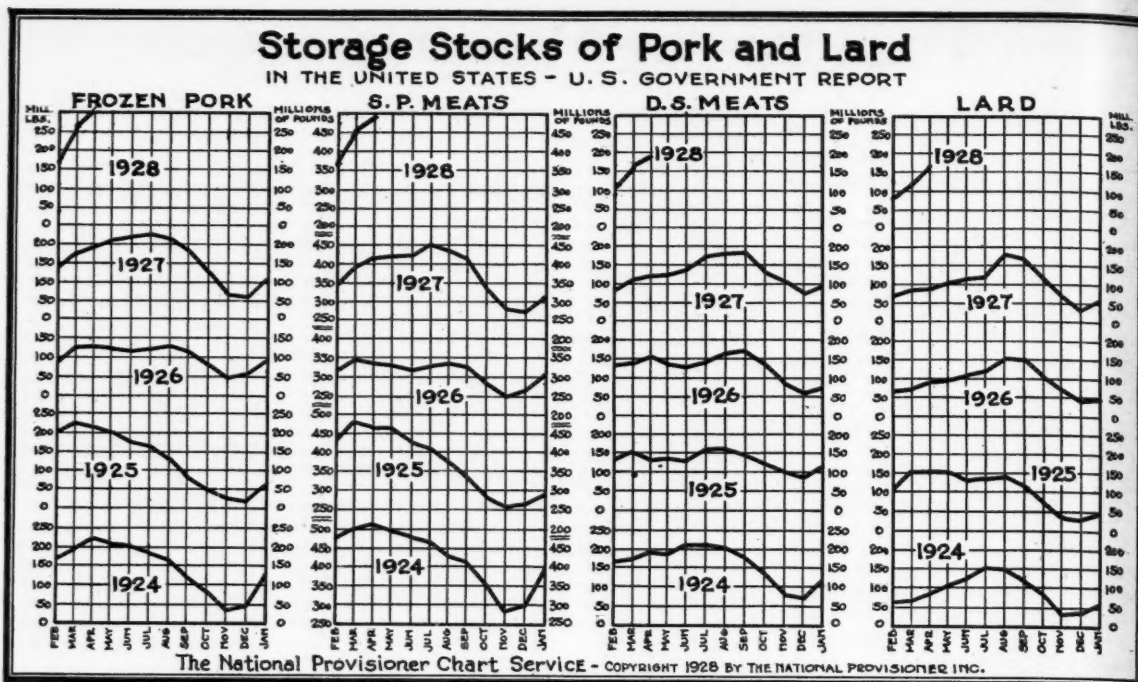
Do your salesmen see this page every week?



PACKER SALESMEN LEARNING NEW IDEAS ABOUT LAMB.

Lamb cutting demonstration given by D. W. Hartzell of the National Live Stock and Meat Board at Philadelphia recently.

The audience is made up of packer branch and sales executives and salesmen, who are learning how to help their retail customers with practical suggestions on moving the cheaper parts of the lamb carcass.



This chart in THE NATIONAL PROVISIONER MARKET SERVICE series shows the trends of storage stocks accumulations on the first of each month of 1928, with comparisons for four years previous.

Stocks of all hog meats and of lard have moved sharply upward, beginning with the accumulations of November, 1927, and showing no let-up with the close of the winter packing season on Mar. 1.

Frozen beef stocks are low, being well under those of the same time in 1927, and showing sharp declines during March. They are only about 60 per cent of the five-year average of the April 1 stocks of beef.

Stocks of frozen pork totalled more than 300,000,000 lbs. on April 1, being more than 100,000,000 lbs. heavier than those of the same time last year, and 131,000,000 lbs. heavier than the five-year average on April 1.

Sweet pickle meats in storage are more than 75,000,000 lbs. more than last April 1, and are 53,000,000 lbs. over the five-year average.

Lard stocks increased 53,500,000 lbs. during March and are 72,000,000 lbs. heavier than last year and 37,000,000 lbs. over the five-year average on April 1.

Comparisons with the five-year average are especially significant, in view of the fact that one record hog year and another of unusually heavy hog production are included in that period. There

was no hog shortage in any one of the five years under discussion.

The record stocks are the result of the unexpectedly large hog marketings during the past few months, when what is believed to have been the surplus hog crop was moved. Since April 1 marketings have fallen off sharply, and should this situation continue there will doubtless be a good demand for all product in storage.

To realize on this product it will be necessary for packers to avoid any tendency to unload during periods of increased hog runs. Orderly marketing and movement on a merchandising basis are certain to bring cost, plus at least a narrow margin of profit, on all the meats now in storage.

Better merchandising and packaging methods may be necessary to move lard stocks at manufacturing cost.

STOCKS IN COLD STORAGE.

The figures on which the chart on storage stocks on this page is based are as follows:

	1924.			
	Frozen	S. P.	D. S.	Lard.
	pork.	pork.	pork.	
	Lbs. (000 omitted).			
Jan.	126,783	432,726	147,487	40,822
Feb.	165,822	468,373	168,141	56,161
Mar.	199,428	500,658	168,145	68,557
Apr.	227,284	512,190	192,834	85,722
May	215,767	500,683	191,882	102,317
June	201,728	483,372	206,009	127,949
July	186,596	473,914	212,158	152,529
Aug.	164,461	443,795	202,002	150,248
Sept.	121,816	408,928	180,127	124,676
Oct.	77,966	351,485	135,702	83,198
Nov.	42,857	285,516	81,896	51,706
Dec.	48,656	306,294	76,990	35,042

	1925.			
	Frozen	S. P.	D. S.	Lard.
	pork.	pork.	pork.	
	Lbs. (000 omitted).			
Jan.	128,585	396,414	117,982	60,243
Feb.	200,293	443,352	136,478	112,007
Mar.	232,131	484,349	150,679	152,405
Apr.	218,715	466,028	142,690	150,094
May	201,246	467,395	145,548	151,499
June	180,645	425,481	142,292	138,285
July	168,527	407,610	162,618	145,819
Aug.	131,935	373,227	164,374	145,924
Sept.	93,078	338,156	152,555	114,724
Oct.	54,455	284,592	128,288	71,339
Nov.	30,174	255,584	106,204	36,640
Dec.	26,995	260,641	96,995	33,511

	1926.			
	Frozen	S. P.	D. S.	Lard.
	pork.	pork.	pork.	
	Lbs. (000 omitted).			
Jan.	57,960	294,642	119,617	42,478
Feb.	98,311	319,726	138,005	64,187
Mar.	120,115	345,661	144,071	76,145
Apr.	129,259	346,049	151,286	93,108
May	124,569	338,905	140,324	98,395
June	117,396	320,305	136,801	108,834
July	120,707	334,305	148,164	120,527
Aug.	133,104	340,687	168,882	133,572
Sept.	119,994	330,326	172,766	151,233
Oct.	77,673	293,106	143,572	106,598
Nov.	49,376	257,726	98,521	72,355
Dec.	55,294	267,787	67,009	46,836

	1927.			
	Frozen	S. P.	D. S.	Lard.
	pork.	pork.	pork.	
	Lbs. (000 omitted).			
Jan.	97,650	306,904	68,203	49,992
Feb.	149,866	352,051	86,305	69,405
Mar.	177,876	392,642	101,156	77,103
Apr.	193,343	418,724	124,714	92,090
May	204,608	435,967	129,637	96,011
June	211,496	432,492	143,092	111,773
July	220,685	444,778	167,248	148,250
Aug.	214,428	440,752	185,963	179,029
Sept.	180,979	407,511	178,121	167,909
Oct.	126,887	341,460	140,417	118,174
Nov.	76,788	290,261	100,646	71,699
Dec.	65,640	277,382	77,145	45,995

	1928.			
	Frozen	S. P.	D. S.	Lard.
	pork.	pork.	pork.	
	Lbs. (000 omitted).			
Jan.	165,221	370,442	119,497	83,730
Feb.	263,707	460,266	150,769	121,334
Mar.	322,542	496,478	177,887	164,735

DANISH BACON EXPORTS.

Bacon exports from Denmark for the week ending April 7, 1928, were 5,136 metric tons, according to cable advices to the U. S. Department of Commerce, all of which went to England.

Provision and Lard Markets

WEEKLY REVIEW

Hog Movement Lighter—Prices Firmer—Other Live Stock Firm—Future Market Steady—Exports Fair.

Quite an interesting development in the market was the rather sharp improvement in the prices for live hogs, which have gained about 75c from the price of last week. This was due in part to more moderate movement and continuation of fairly good demand. The receipts at the leading points for last week were 531,000 against 666,000 the previous week and 486,000 last year. The total movement since the end of February has been 4,013,000, an increase of 891,000 over last year.

Chicago has gotten a certain amount of this increase, and the packing since the end of February has been 796,000, against 663,000 last year. The packing so far is the largest since 1924 when the figures for the corresponding time were 1,024,000.

The advance in hogs has brought a more confident feeling in products, although the actual gains have not been important. There is developing an idea that the maintenance of the present prices for hogs would be reflected in a short time into the prices for products.

The offerings from the country are less numerous and there is developing some little discussions over whether the decreased movement in hogs is due to the unsatisfactory progress of the winter grain crops, as it may be possibly reflected into the feeding costs a little later in the year.

The shipping demand from packing centers continues excellent. The shipments of meat from Chicago have shown an increase over last year, and an increase over the receipts this season of 269,000,000 lbs. as against an excess last year of 231,000,000 lbs. The larger shipments may be due to the larger packing at Chicago.

Storage Stocks Gain.

The total stocks of products at the leading points show the effect of the movement of hogs during March, although the actual gain in meats was comparatively small considering the increased packing. The total gain in meat stocks at the principal points was 41,000,000 lbs., while the gain in the receipts at leading points was 891,000, showing that the distribution must have taken care of more than the proportionate increase in the production. The packing shows an increase of about 1,000,000 hogs at principal points, which would mean a gain in meat supplies of about 135,000,000 lbs. The actual gain, however, was only 41,000,000 lbs.

The gain in the lard stocks of 36,000,000 lbs. just about reflected the increase in the packing for the month, as compared with last year. This would seem to show that the distribution of lard did not increase during the month, as compared with last year. The fact that

the total stocks of lard are more than double last year is rather important, as is also that the total stocks roughly represent the product of about 3,000,000 hogs, as against the stocks last year, which represented a total of about 1,500,000 hogs. The total of the meat stocks on hand compared with a year ago is 95,000,000 lbs. increase, showing that there is a distinct tendency to accumulate on account of the larger packing.

The export movement of lard continues good. The total since January 1 has increased about 55,000,000 lbs. over last year. This increase in exports, if reflecting an actual increase in consumption abroad, would very nearly take up the products of the increased packing since the first of the year. There are as usual, however, the intimations that the export shipments represent certain consignments usually entered into in order to take advantage of conditions abroad.

Meat Exports Small.

The export movement of meats continues to show a small total, but compares fairly well the past three months with the same period last year. The exports a year ago were extremely disappointing.

The corn-hog ratio is very unsatisfactory but the gain in hog prices this week is more encouraging. The advance from around \$8.00 to under \$9.00 a hundred in hogs means a distinct gain for feeding interests. The prices are still out of line, owing to the continued high figures for corn and other food stuffs.

The reports regarding the large amounts of winter wheat acreage which is likely to be abandoned, indicate very strongly that the acreage of feed grains is likely to be increased considerably over the percentage reported by the Government as the mid-March indication.

With a possibility of a wheat loss around 10,000,000 acres, largely in the states east of the Missouri, it is thought that the corn area will show an increase of considerably more than the 2.8 per cent indicated gain, and that oats, particularly, instead of showing a total decrease of 1.4 per cent, will show several percent increase. With such possible increase in feedstuffs areas, there is the reasonable probability of an increased supply of feedstuffs the coming year.

A normal season would mean that these indications would become reasonably clear in oats before July 1, and in corn somewhat after July 1. Last year, it will be remembered, the conditions for the corn crop were considered distinctly unfavorable with very low estimates until late August. The crop was practically made by the remarkable September and October weather. The unfavorable conditions resulted in high feed grain prices particularly corn, all through the Summer.

Contrary to expectations the export demand for feed grains from North America has not developed in the way anticipated. It was very seriously

argued that with the heavy falling off of the old crop Argentine corn exports, there would be a big demand upon the United States, but this has not been materialized and the Argentine is already beginning to ship new crop corn.

PORK—The market was steady, but trade in the east was quiet, with mess New York quoted at \$31.00; family, \$32.50@34.50; fat backs, \$28.00@32.00. At Chicago, mess was quoted at \$27.00.

LARD—Domestic demand continued fairly good, while export trade was fair as judged by the outward movement. At New York, prime western was quoted at \$12.25@12.35; middle western, \$12.00@12.10; city, 11½¢; refined continent, 12¼¢; South America, 13¼¢; Brazil kegs, 14¼¢; compound, car lots, 12¢; smaller lots, 12¼¢. At Chicago, regular lard in round lots was quoted at 15¢ under May; loose lard, 15¢ under May.

BEEF—The market was dull but very firm, with mess New York quoted at \$23.00@24.00; packet, \$25.00@27.00; family, \$30.00@32.00; extra India mess, \$44.00@45.00; No. 1 canned corned beef \$3.40; No. 2, \$6.00; pickled tongues, \$55.00@60.00 per barrel.

See page 37 for later markets.

BRITISH PROVISION CABLE.

(Special Cable to The National Provisioner.)

Liverpool, April 13, 1928.—General provision market inactive as usual during holidays. Very slow demand for American cuts. Spot prices a shade easier on A. C. hams; pure lard slow.

Today's prices are as follows: Liverpool shoulders, square 62s; hams, American cut, 76c; hams, long cut, 82s; Cumberland cut, 68s; short backs, 74s; picnics, 59s; bellies, clear, 72s; Canadian, none; spot lard, 59s 3d; Wiltshire, none.

EUROPEAN PROVISION CABLES.

The market at Hamburg for the week ended April 7, 1928, was rather quiet, says James T. Scott, American Trade Commissioner, Hamburg, Germany, in his weekly cable to the United States Department of Commerce. Receipts of lard for the week were 2,380 metric tons. Arrivals of hogs at 20 of Germany's most important markets were 130,000, at a top Berlin price of 11.46c a pound, compared with 102,000 at 13.84c a pound for the same week last year.

The Rotterdam market was quiet, only a small amount of business being done. Prices are approximately the same as those of last week.

The market at Liverpool was rather quiet.

The total of pigs bought in Ireland for bacon curing was 21,000 for the week.

LIVERPOOL STOCKS.

	Mar. 31, 1928.
	Pounds.
Bacon	3,858,176
Hams	2,031,792
Lard, prime steam tierces (tons of 2,240 lbs.)	896,000
Lard, refined	6,475,840

Meat Production and Consumption Statistics

Meat and livestock production and consumption figures for January, 1928, have been compiled by the U. S. Bureau of Agricultural Economics, and announced with comparisons as follows:

CATTLE, CALVES, BEEF, AND VEAL.					
	3-yr. avg. ¹	January, 1927.	January, 1928.	Total or average.	3-yr. avg. ¹
Inspected slaughter:					
Cattle	820,233	786,341	711,104	9,851,096	9,520,104
Calves	400,220	396,682	383,264	5,127,019	4,875,907
Carcasses condemned:					
Cattle	7,842	6,503	5,388	89,837	75,251
Calves	1,047	996	1,062	10,927	9,676
Average live wt.:					
Cattle, lbs.	970.07	968.15	941.04	954.70	945.99
Calves, lbs.	174.28	172.34	168.63	176.12	175.94
Average dressed wt.:					
Cattle, lbs.	517.04	518.23	497.97	510.41	506.74
Calves, lbs.	102.49	100.54	95.04	102.18	101.41
Total dressed wt. (carcass, not including condemned):					
Beef, lbs.	420,070,019	404,135,447	351,425,397	4,983,140,146	4,784,563,209
Veal, lbs.	40,925,413	39,782,270	36,324,478	521,345,391	492,562,528
Storage:					
Beginning of month—					
Fresh beef, lbs.	82,079,000	72,352,000	54,968,000	45,691,000	39,216,000
Cured beef, lbs.	27,532,000	28,521,000	21,979,000	24,003,000	21,843,000
End of month—					
Fresh beef, lbs.	78,361,000	67,431,000	50,673,000	44,048,000	37,767,000
Cured beef, lbs.	27,138,000	27,823,000	20,978,000	23,811,000	21,298,000
Exports:					
Fresh beef and veal, lbs.	275,087	214,328	207,811	2,623,592	1,869,185
Cured beef, lbs.	1,446,822	1,508,209	615,941	18,483,494	14,867,932
Canned beef, lbs.	177,185	253,222	161,583	2,523,503	2,752,348
Oleo oil and stearin, lbs.	6,839,190	6,850,802	4,668,894	95,044,945	84,428,812
Tallow, lbs.	760,593	524,520	237,834	11,584,385	6,010,386
Imports:					
Fresh beef and veal, lbs.	1,073,927	1,053,427	1,884,553	26,183,387	42,573,930
Receipts, cattle and calves ²	1,846,619	1,831,048	1,771,021	23,567,154	22,763,228
Cattle on farms Jan. 1	56,872,000	55,696,000			
Price per 100 pounds:					
Cattle, av. cost for slaughter	7.07	7.54	10.04	7.08	7.62
Calves, av. cost for slaughter	9.66	10.53	11.42	9.69	10.58
At Chicago—					
Cattle, good steers	10.99	11.04	15.50	11.35	12.54
Veal calves	11.40	12.20	12.78	11.54	12.53
At eastern markets—					
Beef carcasses, good grade	15.40	15.95	20.40	16.97	18.63
Veal carcasses, good grade	20.28	20.53	20.10	19.40	20.33
HOGS, PORK, AND PORK PRODUCTS.					
Inspected slaughter	4,997,619	4,513,603	5,478,968	42,437,512	43,633,460
Carcasses condemned	15,978	14,416	15,748	159,795	151,122
Av. live wt., lbs.	223.94	226.86	224.96	231.30	233.33
Av. dressed wt., lbs.	170.90	174.20	171.23	175.77	177.93
Total dressed wt. (carcass, not inc. condemned), lbs.	845,791,842	783,758,375	935,467,161	7,442,001,756	7,730,761,143
Lard per 100 lbs. live wt., lbs.	15.55	15.15	15.50	15.43	15.36
Storage:					
Beginning of month—					
Fresh pork, lbs.	95,245,000	97,650,000	105,654,000	133,099,000	160,132,000
Cured pork, lbs.	435,535,000	375,107,000	417,771,000	490,997,000	500,508,000
Lard, lbs.	51,173,000	49,992,000	54,855,000	102,116,000	102,521,000
End of month—					
Fresh pork, lbs.	149,403,000	150,255,000	164,971,000	132,437,000	160,799,000
Cured pork, lbs.	491,896,000	438,816,000	490,667,000	489,975,000	509,063,000
Lard, lbs.	82,156,000	69,576,000	84,007,000	101,941,000	102,926,000
Exports:					
Fresh pork, lbs.	2,408,366	567,244	1,253,727	14,540,128	8,235,058
Cured pork, lbs.	43,536,473	22,463,312	24,355,747	350,883,596	267,100,587
Canned pork, lbs.	537,309	708,128	431,256	6,146,182	7,274,201
Sausage, lbs.	934,050	837,143	629,578	9,325,009	8,195,003
Lard, lbs.	73,579,035	61,395,426	72,753,603	708,823,295	701,699,449
Imports:					
Fresh pork, lbs.	826,290	1,601,582	360,050	10,305,369	14,524,235
Receipts of hogs ²	4,886,782	4,251,963	5,305,840	41,703,656	41,410,618
Hogs on farms Jan. 1	54,408,000	58,969,000			
Price per 100 pounds:					
Av. cost for slaughter	11.37	11.90	8.27	11.44	10.06
At Chicago—Live hogs, medium wt.	11.47	11.07	8.34	11.87	10.45
At eastern markets—					
Fresh pork loins, 10-15 lbs.	20.80	22.00	16.08	23.91	22.46
Shoulders, skinned	17.14	18.85	13.11	18.16	16.56
Pieces, 6 to 8 lbs.	15.42	16.71	12.32	16.60	15.35
Butts, Boston style	20.71	22.53	16.10	21.81	19.68
Bacon, breakfast	20.72	27.92	22.31	28.07	24.83
Hams, smoked	24.68	26.88	20.25	26.70	23.59
Lard, hardwood tubs	16.01	14.04	12.98	15.51	13.72
SHEEP, LAMB AND MUTTON.					
Inspected slaughter	1,048,217	1,114,891	1,150,520	12,614,970	12,883,039
Carcasses condemned	1,246	1,401	1,082	15,307	16,303
Av. live wt., lbs.	85.96	84.58	87.41	81.53	81.66
Av. dressed wt., lbs.	40.29	39.66	40.96	38.91	38.99
Total dressed wt. (carcass, not inc. condemned), lbs.	42,166,585	44,161,013	47,080,980	480,970,085	501,745,612
Storage, fresh carcasses:					
Beginning of month, lbs.	3,108,000	4,556,000	4,408,000	2,286,000	2,638,000
End of month, lbs.	3,046,000	4,447,000	4,404,000	2,326,000	2,625,000
Exports, fr. carcasses ² , lbs.	54,112	40,880	86,975	1,247,093	970,757
Imports, fr. carcasses, lbs.	188,833	62,503	57,447	2,926,867	2,645,677
Receipts of sheep ²	1,584,881	1,739,051	1,704,659	23,302,578	23,939,209
Sheep on farms Jan. 1		41,846,000	44,545,000		
Price per 100 pounds:					
Av. cost for slaughter	14.05	12.05	12.48	13.35	12.97
At Chicago—					
Lambs, 84 lbs. down, medium to prime	14.73	12.10	13.35	14.27	13.91
Sheep, medium to choice	8.51	6.94	7.03	7.51	7.04
At eastern markets—					
Lamb, good grade	26.02	23.36	22.95	26.27	26.20
Mutton, good grade	15.72	14.44	14.16	15.52	15.28

¹ 1925, 1926 and 1927.² Weighted average.³ Indicating Reexports.⁴ Public Stockyards.

PORK PRODUCTS EXPORTS.

Exports of pork products from the principal ports of the United States during the week ending April 7:

HAMS AND SHOULDERS, INCLUDING WILTSHIRES.					
	—Week ending—				
	Apr. 7, 1928.	Apr. 9, 1928.	Mar. 31, 1928.	Jan. 1, 1928.	to Apr. 7, 1928.
	M lbs.	M lbs.	M lbs.	M lbs.	M lbs.
Total	653	449	1,850	27,054	65
To Belgium	...	...	...	...	...
United Kingdom	604	333	711	21,062	329
Other Europe	...	...	...	...	...
Cuba	...	59	47	1,978	...
Other countries	49	57	1,092	3,672	...
BACON, INCLUDING CUMBERLAND.					
Total	2,514	2,840	3,340	30,982	...
To Germany	179	25	70	2,943	...
United Kingdom	1,843	2,690	3,087	21,568	...
Other Europe	395	102	87	10,234	...
Cuba	...	...	...	20	...
Other countries	57	23	76	1,990	...
LARD.					
Total	10,581	12,789	15,963	242,262	...
To Germany	1,585	4,326	5,216	59,576	...
Netherlands	1,969	1,215	1,202	18,949	...
United Kingdom	4,661	4,952	5,555	81,323	...
Other Europe	1,737	388	1,516	26,063	...
Cuba	77	1,200	2,050	22,804	...
Other countries	552	708	424	33,561	...
PICKLED PORK.					
Total	311	190	189	6,331	...
To United Kingdom	17	8	49	1,110	...
Other Europe	30	37	...	430	...
Canada	228	104	74	1,779	...
Other countries	46	41	66	3,632	...

TOTAL EXPORTS BY PORTS.

Week ending April 7, 1928.					
	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.	Pickled pork, M lbs.	
Total	653	2,514	10,581	311	
Boston	1	...	...	...	...
Detroit	357	517	429	19	...
Port Huron	30	91	168	228	...
Key West	...	...	...	...	...
New Orleans	18	6	541	26	...
New York	12	1,874	5,655	27	...
Philadelphia	...	...	140	...	...
Portland, Me.	235	26	648	...	...

DESTINATION OF EXPORTS.

Hams and shoulders, Bacon, M lbs.			
Exported to:			
United Kingdom (total)	604	1,843	
Liverpool	208	1,154	
London	63	220	
Manchester	26	...	
Glasgow	33	276	
Other United Kingdom	274	193	
Exported to:			
Germany (total)	1,585	1,841	
Hamburg	1,585	1,841	
Other Germany	...	...

BUTTER AT 4 MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, week ended April 5, 1928:

	March	30	31	Apr. 2	3	4	5
Chicago	46½	45½	44½	44½	44½	44½	44½
New York	48	48	47	45½	45½	45½	45½
Boston	48½	48½	47½	46	46	46	46
Philadelphia	48½	48½	48	46½	46½	46½	46½

Wholesale prices of carlots—fresh centralized butter—90 score at Chicago:

	46½	45½	45½	44½	44½	43½
Receipts of butter by cities (tubs):						

	This week.	Last week.	Last year.	—Since Jan. 1—
				1928.
Chicago	42,249	53,400	45,553	738,410
N. Y.	59,856	59,955	63,223	853,358
Boston	18,684	15,912	20,570	268,327
Phila.	18,028	18,010	17,424	281,812

138,817 144,277 146,770 2,141,907 2,076,961

Cold storage movement (lbs.).

	In Apr. 6	Out Apr. 6	On hand Apr. 6	Same week-day last year.
Chicago	46,709	21,650	536,842	145,996
New York	65,528	48,127	1,366,894	729,356
Boston	...	...	326,048	239,362
Phila.	59,580	6,825	369,224	106,115
	171,817	95,299	2,598,798	1,220,619

What pork cuts are cured in dry salt and how is it done? Ask the "Packer's Encyclopedia," the meat packer's guide.

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April 14, 1928.

THE NATIONAL PROVISIONER

33

Tallow and Grease Markets

WEEKLY REVIEW

TALLOW—A limited volume of trade featured the market this week, but the latter part of the previous week quite a little outside stuff changed hands on a basis of 8½¢ delivered. Rumors had it that quite a little extra sold at 8½¢ f.o.b. The undertone was barely steady, with producers offering in a fair way at 8½¢ f.o.b., while outside stuff, equal to extra, was quoted at 8½¢ f.o.b. Consumers are showing a tendency to look on pending developments.

The fact that a goodly volume of all kinds changed hands placed the consumer in a satisfactory position for the immediate future, but at the same time lifted quite a little outside stuff off the market and consequently made for a better technical position as far as extra was concerned. Other soapers' materials at the seaboard were quiet and about steady.

At New York, extra was quoted at 8½¢; special, 8½¢; edible, 9¢@10¢. At Chicago, the market was steady, with buyers and sellers apart and trade generally quiet, particularly on prime packer. There was a good demand for medium and low grade tallow.

At Chicago, edible was quoted at 9½¢; fancy, 8¢@9¢; prime packer, 8½¢; No. 1, 8¢@8½¢; No. 2, 7¢. There was no auction at London this week. At Liverpool, Australian tallow was unchanged with fine quoted at 40s and good mixed at 39s 3d.

STEARINE—The market for oleo at New York, after reaching the 11½¢ level, became very quiet, and with consuming interest less in evidence, eased slightly. Sellers asked 11½¢, with intimations that that level could be shaded from bids. At Chicago, stearine was quiet and steady at 11¢.

OLEO OIL—Demand was very quiet again this week, but the market ruled steady, with extra quoted at 14½¢; medium, 13½¢; lower grades, 12¢@13¢, according to quality. Indications were that prices might be shaded on bids. At Chicago, extra was quieter but steady and quoted at 14¢.

See page 37 for later markets.

LARD OIL—Consuming interest was limited to immediate requirements making for a quiet and steady market. At New York, edible was quoted at 16¢; extra winter, 13¢; extra, 12½¢; extra No. 1, 11½¢; No. 1, 11½¢; No. 2, 11¢.

NEATSFOOT OIL—Demand was of a routine character and generally small. Prices were steady. At New York, pure was quoted at 15½¢; extra, 12¢; No. 1, 11½¢; cold test, 18½¢.

GREASES—The market at New York was quiet and steady although a fair business appeared to have passed in choice house at 6½¢. On the whole, buyers and sellers were apart, and there was little in the general situation to bring about much price fluctuations.

At New York, choice yellow was quoted at 6½¢@7¢; choice house, 6½¢; A white, 7½¢@8¢; B white, 7½¢@7½¢; choice white, 9¢@9½¢.

At Chicago, the market was steady. There was a good demand for medium and lower grades but limited interest in the choice grades. At Chicago, choice white was quoted at 8½¢; A white, 8¢; B white, 7½¢; yellow, 7½¢@7½¢ according to quality; brown, 7½¢.

By-Products Markets

Chicago, April 12, 1928.

Blood.

Blood is scarce and in good demand. Nominal market \$4.65@4.75 per unit ammonia f.o.b. Chicago.

Unit Ammonia.

Ground and unground.....\$4.65@4.75

Digester Hog Tankage Materials.

Offerings are scarce and there has been very little trading. Last sales at \$4.10@4.50 and 10 f.o.b. middle west points. Good grade material has brought slightly better prices.

Unit Ammonia.

Ground, 11½ to 12% ammonia.....\$4.10@4.50 & 10

Ground, 6 to 8% ammonia.....4.00@4.25

Unground, 11½ to 12% ammonia.....3.75@4.00

Unground, 6 to 8% ammonia.....3.90@4.15

Liquid stick, 7 to 11% ammonia.. 3.75@4.00

Fertilizer Materials.

Good trade in this product for immediate shipment. Futures at slightly lower levels. Low grade unground bone tankage \$23.00@25.00 per ton, delivered. Hoof meal scarce.

Unit Ammonia.

High grd., ground, 10-11% am....\$4.10@4.25 & 10

Lower grade, ground & unground, 6-9% ammonia.....3.75@4.00

Hoof meal.....3.50@3.75

Bone Meals.

Little trading in this market, most of the product being deliverable on contract.

Per Ton

Raw bone meal.....\$55.00@60.00

Steam, ground.....28.00@30.00

Steam, unground.....26.00@28.00

Cracklings.

Offerings light, resulting in a strong market. Bids being made on contracts for the balance of the year.

Per Ton.
Hard pressed and exp. unground, per unit protein.....\$1.15@1.20
Soft prod. pork, ac. grease & quality 75.00@80.00
Soft prod. beef, ac. grease & quality 45.00@50.00

Gelatine and Glue Stocks.

The larger productions of glue stock have been sold for the year. Trading in this market is slow.

Per Ton.

Kip and calf stock.....\$40.00

Rejected manufacturing bones.....52.50@55.00

Horn piths.....45.00@48.00

Cattle jaws, skulls and knuckles....40.00

Sinews, pizzles and hide trimmings..35.00

Pig skin scraps and trim., per lb.. 4c

Horns, Bones and Hoofs.

Very little trading in bones, as most of the selected bones move under contract. Grinding horns salable at \$40 per ton delivered Chicago. Junk bones nominally \$28@30 per ton delivered central west.

Per Ton.

Horns, according to grade.....\$40.00@150.00

Round shin bones.....55.00@55.00

Flat shin bones.....55.00@60.00

Cattle hoofs.....40.00

Junk bones.....28.00@30.00

(Note—Foregoing prices are for mixed carloads of unsorted materials, indicated above.)

Animal Hair.

Winter processed hair in fair demand, but little call for the summer production.

Coil and field dried.....1½@2c

Processed grey, per lb.....3@5c

Cattle switches, each*.....4@5½c

*According to count.

EASTERN FERTILIZER MARKET.

(Special Report to The National Provisioner).

New York, April 12, 1928.

A few cars of high grade ground tankage were sold at \$4.65 & 10¢ f.o.b. basis New York, and the stocks are very light. This is a good thing for the producers as there is hardly any demand. Dried blood is held here at \$5.10 f.o.b. for late April delivery. Sulphate of ammonia is just a little easier in price. Buyers have pretty well covered for their immediate requirements.

Some sales of unground dried men-

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haden fish scrap were made at \$5.10 & 10c f.o.b. Fish factories, Virginia, to be delivered if, and when made, which is starting the season off at rather a high price compared with other years.

Cracklings are up in price a little due to a somewhat improved demand during the past week. Fertilizer manufacturers report business very satisfactory in mixed goods so far this season.

FEWER CATTLE ON FEED.

There was a reduction of about 4 per cent in the number of cattle on feed in the eleven Corn Belt states on April 1 this year compared to the number on April 1, 1927, according to the estimate of the U. S. Department of Agriculture. Reductions of 15 per cent and over are shown for all of the states east of the Mississippi River, with a decrease of 14 per cent in Iowa. The reductions in these states are partly offset by considerable increases in Nebraska and Kansas.

Shipments of stocker and feeder cattle into these states as a whole were about 14 per cent smaller for the nine months July to March inclusive in 1927-1928 than in 1926-1927, and the smallest for the period in five years. During the first three months of 1928, however, the in-shipments were a little larger than for the first three months of 1927. The three states west of the Missouri River received materially larger in-shipments for both periods this year, while most of the other states received less.

Reports from feeders as to the character of cattle on feed agree with records of market shipments that cattle in feed lots on April 1 were lighter than on April 1 last year and probably the lightest in recent years. The high prices of feeder cattle and the evidence of weakness in the market for finished cattle during the past two months have caused feeders to hesitate to increase feeding operations in areas where local corn supplies were available.

EARLY LAMB CROP BACKWARD.

Weather and feed conditions during March in all the important early lamb areas, except the far Northwestern states, were less favorable than during March, 1927, and the average condition of the early lambs on April 1 was below that of a year ago, according to the U. S. Department of Agriculture. While the market supply of early lambs before July 1 will be larger than last year present indications are that the movement will be somewhat later with a smaller proportion before the middle of May and a larger proportion in June.

Rains during March relieved the serious drought situation which was developing over considerable areas of the San Joaquin Valley of California, but not before some of the lambs began to show the effects of lack of green feed. The feed situation in Arizona deteriorated rapidly during March with serious consequences to the early lambs, and a large part of these will probably have to be carried over until summer.

Cold weather during March and the heavy winter killing of fall grains in the Southeastern States resulted in an almost entire lack of green feed in these areas, and the early lambs have suffered a considerable setback.

SPANISH MARGARINE RULES.

A Spanish royal decree of March 2, 1928, established regulations for the importation, manufacture and sale of margarine.

Margarine and other butter substitutes must not be offered for sale, manufactured, or shipped if they do not contain more than 10 per cent of sesame oil, as a revealing substance, with a tolerance of 1 per cent or less. By special permission, peanut oil may be substituted for sesame oil and dry starch may be substituted for either in the proportion of 2 per 1,000.

Both imported margarine and that manufactured in Spain must have the nature of the product and the name of the manufacturer or importer and of the consignee on the container.

Margarine which does not fulfill these conditions will not be admitted into the customhouses and violations of these regulations will be punished by fines.

OPPOSE COTTON OIL BILL.

A number of members of the New York Produce Exchange and others interested in cotton oil manufacture and trading opposed the Mayfield bill, to regulate transactions in cotton oil on the futures exchanges, before the Senate committee on agriculture and forestry at Washington on April 11. The bill had been taken up again for the purpose of hearing the New York witnesses after a favorable report to the Senate.

The measure, introduced by Senator Mayfield of Texas, is to provide "a dependable cotton oil option contract for the accommodation of the trade in cotton oil and cotton-oil products and to protect the producer of crude oil and the grower of cottonseed from market manipulation."

Pointing out that the Produce Exchange deals in contracts for over 7,000,000 barrels a year and that the trade is steadily increasing, vice president Wm. A. Storts of Edward Flash Company, New York, who is a member of the exchange, told the committee that any change in the form of the contract now in use would react unfavorably on both the exchange and the industry.

Representing six crude oil mills W. H. Jasspon, of Dallas, Texas, also opposed the bill, questioning the wisdom or necessity for a law which would take regulation out of the hands of the trade. Mr. Jasspon requested that the problem of control and any necessary changes be turned over to the Secretary of Commerce for a decision. This sentiment was also participated in by other opponents of the bill.

W. A. G. Brindley, vice president of Aspegren & Company, New York City, opposed the measure, stressing the need of a broad futures contract on a commodity which is perishable and must move rapidly.

Other witnesses registering before the Committee their disapproval of the Mayfield bill were F. W. McKee, vice president of the Van Camp Packing Company, Louisville, Ky.; F. M. Barnes, representing Procter & Gamble of Cincinnati; and W. B. Cassell, well known provision and cotton oil broker of Baltimore, Md.

What equipment is needed in refining vegetable oils? Ask "The Packer's Encyclopedia," the "blue book" of the industry.

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Vegetable Oil Markets

WEEKLY REVIEW

Market Steady—Trade Moderate—Cash Demand Slow—Crude Holds Firmly—Cotton Weather Unfavorable—Lard Barely Steady—Government Report Awaited.

A rather moderate trade featured cotton oil futures on the New York Produce Exchange the past week while prices again backed and filled over narrow limits, the undertone was very steady. Commission houses and professionals were on both sides, but there were no outstanding operations, other than mild May liquidation, which served to widen the May discount.

The outside markets ruled rather steady to strong, and served to check selling pressure in oil as did the firmness in the crude markets. On the other hand buying power was limited by continued reports of slow cash oil and compound trade, as well as by a barely steady tone in the lard market.

On the small bulges offerings increased moderately, but on the breaks, selling pressure appeared to dry up. As a whole, the market was in a rut, and the impression prevailed it would continue until some new feature developed. Without doubt, the market was awaiting the Government March figures, and a good many felt that trade would broaden following the issuance of the latter.

On the whole, conditions surrounding the market the past week were without any particular change. Routine news failed to have influence, and there was little or nothing in the situation to bring about increased outside business. In the main, the open interest was sitting tightly, and this condition served to make for light professional operations, as the locals were inclined to keep close to shore.

At times there was buying on a cold wave that overspread the south and which, it was feared, caused some damage to cotton in southern Texas. At the same time, there was light to heavy rains particularly in the east-

ern belt, which resulted in more or less complaint of delayed crop preparation, and which attracted rather widespread attention. On the other hand, some contended that the subsoil moisture would prove beneficial once the crop was in the ground.

Lard Stocks Increase.

The cotton and grain markets were firm, but the lard market failed to

show any strength notwithstanding a much more moderate western hog run and considerable improvement in the average live hog levels. The lard stocks continue to pile up, reports showing that the stocks at the seven leading packing points at the beginning of this month were about 110,000,000 lbs., an increase of 36,000,000 lbs. for the month. The present stock is about double that of a year ago.

In the southeast and Valley crude ranged from $8\frac{1}{2}$ @ $8\frac{1}{2}$ c, with packers persistent buyers of the limited quantities that came out. At most times the market was at the $8\frac{1}{2}$ c level, with mills holding for 9c.

In Texas, a moderate business passed at $9\frac{1}{2}$ c, and prices were firm at that figure. The crude situation, however, is having less bearing on the future market. While some are inclined to emphasize the crude price the majority expect that crude will cut little figure until the new crop is raised.

Consuming trade in the east continued quiet, and in the west and south was reported fair. It was evident that consumers were still working on supplies bought a month or so ago. While fresh buying was limited, reports were again to the effect that deliveries against old orders were on a goodly scale.

Moderate Consumption Estimated.

Estimates on March consumption range from 325,000 to 350,000 bbls., with some figures below the inside, and others materially above the outside estimates. The majority were inclined to look for the Government to show distribution for the month of about 325,000 bbls. The latter figure would compare with 274,000 bbls. in February and 315,000 bbls. in March last year.

Regardless of the March consumption figures, the trade was looking for some reduction in the visible supply compared with the previous month, as it was calculated that the consumption would run larger than the seed receipts during March.

The visible supply, however, will probably remain somewhat larger than the same time last year, and at any rate, the trade is still talking of a pos-

SOUTHERN MARKETS.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., April 12, 1928.

Today's government consumption report, showing 377,000 barrels cotton oil disappeared in March is considered bullish and should bring about a healthy, steady advance after the May liquidation is completed. This checked the advance today. With only about 1,900,000 barrels of refined available the balance of this season, very little decline from present levels is expected, especially with a large survival of weevils and unfavorable weather, both of which are causing apprehension regarding the new crop of crude. In the valley, $8\frac{1}{2}$ c is bid; $8\frac{1}{2}$ c west. However, crude is moving slowly as July and September New Orleans are on a lower basis and selling in good volume.

Dallas.

(Special Cable to The National Provisioner.)

Dallas, Tex., April 12, 1928.—Dallas markets for prime cottonseed delivered at Dallas, \$43.00; prime crude oil, $8\frac{1}{2}$ c; forty-three per cent cake and meal, f.o.b. Dallas, \$55.00; hulls, \$12.00; mill run linters, $4\frac{1}{2}$ @6c. The weather is warm.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., April 12, 1928.—Crude cottonseed oil offered at 9c with $8\frac{1}{2}$ c the best bid. There were few sales this week at $8\frac{1}{2}$ c. Loose cottonseed hulls, \$12.00 Memphis; forty-one per cent meal, \$54.00 f.o.b. Memphis.

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sible carryover of 750,000 to 800,000 bbls. The latter, with the prospects of deliveries on May contracts, is a little unsettling at the moment, particularly in view of the fact that compound continues to meet keen competition from pure lard.

The same situation prevailed to some extent last year, particularly in regard to the large carryover, and the market a year ago advanced sharply when it became known that the carryover would be in concentrated hands. In several directions there is a feeling that last year's developments may be duplicated this year, as there is but little question but what the bulk of the supplies at the end of the season will be in the hands of the strongest refiners in the trade.

COTTONSEED OIL—Market transactions:

Friday, April 6, 1928.

HOLIDAY.

Saturday, April 7, 1928.

HOLIDAY.

Monday, April 9, 1928.

—Range— —Closing—
Sales. High. Low. Bid. Asked.

Spot	.....	.....	.....	.....	.....
Apr.	.....	.....	.....	.....	.....
May	6700	991	980	991	a
June	.....	.....	.....	.....	.....
July	2600	1025	1013	1024	a
Aug.	900	1036	1036	1042	a
Sept.	5300	1054	1043	1054	a
Oct.	300	1049	1047	1054	a
Nov.	.....	.....	.....	1041	a

Total Sales, including switches, 15,800 bbls. P. Crude S. E. 8% Sales.

Tuesday, April 10, 1928.

—Range— —Closing—
Sales. High. Low. Bid. Asked.

Spot	.....	.....	.....	.....	.....
Apr.	.....	.....	.....	.....	.....
May	1000	986	985	985	a
June	.....	.....	.....	990	a
July	1700	1020	1016	1015	a
Aug.	.....	.....	.....	1030	a
Sept.	900	1050	1045	1045	a
Oct.	100	1050	1050	1047	a
Nov.	.....	.....	.....	1039	a

Total Sales, including switches, 3,700 bbls. P. Crude S. E. 8% Bid.

Wednesday, April 11, 1928.

—Range— —Closing—
Sales. High. Low. Bid. Asked.

Spot	.....	.....	.....	.....	.....
Apr.	.....	.....	.....	.....	.....
May	4300	992	988	990	a
June	.....	.....	.....	1005	a
July	1600	1030	1023	1028	a
Aug.	600	1045	1045	1040	a
Sept.	2400	1058	1052	1056	a
Oct.	100	1055	1055	1060	a
Nov.	.....	.....	.....	1045	a

Total Sales, including switches, 9,100 bbls. P. Crude S. E. Unquoted.

Thursday, April 12, 1928.

—Range— —Closing—
Sales. High. Low. Bid. Asked.

Spot	.....	.....	.....	.....	.....
Apr.	.....	.....	.....	.....	.....
May	1007	992	993	a	995
June	.....	.....	.....	1000	a
July	1041	1021	1023	a	.....
Aug.	1055	1038	1043	a	.....
Sept.	1067	1050	1053	a	.....
Oct.	.....	.....	.....	1058	a
Nov.	1048	1047	1046	a	1048

See page 37 for later markets.

COCOANUT OIL—A quiet market with a slow demand and a barely steady tone was the feature this week. Copra was firm and Philippine production light, with only one mill operating. At New York, tanks were quoted at 8% @ 8%; Pacific coast tanks, 8%.

PALM OIL—Demand was fair and the market firm. Offerings from abroad were limited due to a good demand from the Continent. At New York, spot Nigre was quoted at 7%; shipment Nigre, 7.20c; spot Lagos, 7% @ 7%; shipment, 7%.

PALM KERNEL OIL—Demand ruled quiet, but the market was steady due to an absence of pressure from sellers. At New York, tanks were quoted at 8½@8%; casks, 8% @9c.

CORN OIL—The market was quiet and barely steady; with prices quoted at 8½@8% c, f. o. b. mills.

SOYA BEAN OIL—An absence of available supplies made for nominal conditions at the Pacific Coast again this week. At New York, stocks are light and the market firm. Tanks were quoted at 10½c and barrels at 12½c.

OLIVE OIL FOOTS—Prices were held steadily, particularly on the spot, but demand was small and routine. At New York, spot foots were quoted at 10c; April 9c; May-June, 8%.

SESAME OIL—Market nominal.

PEANUT OIL—Market nominal.

COTTONSEED OIL—Demand for spot oil at New York continues very light and no particular change was reported in the stocks here. Prices were steady with the futures. The crude markets in the southwest and Valley held at 8% c; Texas, 8½c.

HULL OIL MARKET.

Hull, England, April 11, 1928.—(By Cable).—Refined cottonseed oil, 37s 6d; crude cottonseed oil, 33s 9d.

COTTON OIL EXPORTS.

Exports of cottonseed oil from New York, April 1, 1928, to April 11, 1928, 100 bbls.

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The Week's Closing Markets

FRIDAY'S CLOSINGS.

Provisions.

Hog products are moderately active. The undertone is weak, with easy hogs and storage stocks of lard showing about 165,000,000 lbs. against 92,000,000 lbs. a year ago. The hog run is not large.

Cottonseed Oil.

Cotton oil is backing and filling over moderate limits. March consumption was 375,000 barrels. The visible supply is 1,830,000 bbls., or 140,000 bbls. under last year. The report is bullish but it failed to bring in outside buying. The lard weakness continues against the oil market. Refining loss to date about 7½ per cent of the crude crush.

Quotations on cottonseed oil at Friday noon were: April, \$9.90 bid; May, \$9.92@9.71; June, \$10.00@10.12; July, \$10.21@10.22; August, \$10.40@10.42; September, \$10.54; October, \$10.55@10.59; November, \$10.41@10.47.

Tallow.

Tallow, extra, 8½c.

Stearine.

Stearine, 11½c.

FRIDAY'S GENERAL MARKETS.

New York, April 14, 1928.—Spot lard at New York: Prime western, \$12.10@12.20; middle western, \$11.85@11.95; city, 11½c; refined continent, 12.50c; South American, \$13.50; Brazil kegs, \$14.50; compound, \$12.00.

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner).

New York, April 12, 1928.—Latest quotations on chemicals and soap makers supplies:

Extra tallow, f.o.b. seller's plant, 8½c lb.; Manila cocoanut oil, tanks, New York, 8½c lb.; Manila cocoanut oil, tanks, coast, 8½c lb.; Cochun cocoanut oil, barrels, New York, 11c lb.

P. S. Y. cottonseed oil, barrels, New York, 11½@12½c lb.; crude corn oil, barrels, New York, 11½c lb.; olive oil foots, barrels, New York, 10½c lb.; 5 per cent yellow olive oil, barrels, New York, \$1.25@1.30 gal.

Crude soya bean oil, barrels, New York, 11½@12½c lb.; palm kernel oil, barrels, New York, 9½@9¾c lb.; red oil, barrels, New York, 9½@9¾c lb.; Niger palm oil, casks, New York, 6.95c lb.; Lagos palm oil, casks, New York, 7.60c lb.; glycerine (soaplye), 8c lb.

GERMAN HOG PRICES LOW.

The German pork market weakened further during the week ending March 28, according to cabled advices from L. V. Steere, acting American Agricultural Commissioner at Berlin. Heavy hogs in that market reached the low level of \$11.13 per 100 pounds as an average for the week, while lard at Hamburg dropped to an average of \$13.34 per 100 pounds. The current hog quotations were under the average for March, which was about \$11.25, against an average of \$12.91 a year ago, and \$16.45 for March, 1926.

MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ending April 7, 1928:

Point of origin.	Commodity.	Amount.
Canada—Calf carcasses	980
Canada—Beef cuts	30,349 lbs.
Canada—Meat products	12,902 lbs.
England—Beef extract	2,400 lbs.
Denmark—Liver paste	718 lbs.
Holland—Canned meats	606 lbs.
Holland—Liver paste	665 lbs.
Czecho-Slovakia—Cooked hams	23,194 lbs.
Czecho-Slovakia—Sausage	805 lbs.
Ireland—Smoked pork	2,733 lbs.
Germany—Smoked pork	5,557 lbs.
Germany—Sausage	4,221 lbs.
Italy—Sausage	11,946 lbs.
Italy—Hams	1,584 lbs.
Italy—Bacon	22 lbs.
Italy—Sliced ham	5,500 lbs.
South America—Canned meats	144,704 lbs.

CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, Apr. 12, 1928, with comparisons:

	Week ending Apr. 12.	Prev. week.	Cor. week, 1927.
Armour & Co.	4,726	8,759	6,446
Anglo-American Prov. Co.	1,730	1,620	2,787
Swift & Co.	5,183	4,687	6,755
G. H. Hammond Co.	2,119	5,066	3,557
Morris & Co.	2,755	4,177	4,803
Wilson & Co.	5,454	5,057	7,373
Boyd-Lunham Co.	1,793	2,302	3,096
Western Pkg. & Prov. Co.	9,209	11,861	5,796
Roberts & Oake	4,713	6,025	5,380
Miller & Hart	3,251	6,040	4,301
Independent Pkg. Co.	1,584	3,677	3,142
Brennan Pkg. Co.	5,590	6,300	5,750
Agar Pkg. Co.	3,541	4,815	3,252
Total	51,558	70,386	62,438

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to April 12, 1928, show exports from the country were as follows: To England, 129,445 quarters; to the Continent, 27,124; others, none.

Exports for the previous week were as follows: To England, 29,767 quarters; to the Continent, 84,280; others, none.

LARD AND GREASE EXPORTS.

Exports of lard from New York, April 1, 1928, to April 11, 1928, 14,520,487 lbs.; tallow; none; grease, 1,262,200 lbs.; stearine, 82,000.

STOCKS AND DISTRIBUTION OF HIDES AND SKINS.

Stocks of the principal hides and skins at the end of February, 1928, with comparisons, based on reports received from 4,357 manufacturers and dealers, together with stocks disposed of during that month, are reported by the U. S. Department of Commerce as follows:

	Stocks on hand or in transit February, 1928.	January, 1927.	February, 1927.	Moved in Feb., 1928*
Cattle, total, hides	3,652,664	3,713,159	3,606,351	1,374,407
Domestic—Packer, hides	2,560,684	2,562,142	2,609,554	884,970
Domestic—Other than packer, hides	790,684	810,542	837,873	402,163
Foreign (not including foreign-tanned)	331,296	331,475	158,224	87,274
Buffalo	37,509	18,991	7,716	2,378
Calf and kip	2,589,977	2,830,837	3,777,857	940,228
Horse, colt, ass, and mule:				
Hides	220,735	189,730	141,492	51,918
Fronts, whole fronts	101,286	96,040	156,894	1,600
Butts, whole butts	80,514	64,328	140,568	4,150
Shanks	54,940	55,781	86,236	
Goat and kid, skins	7,090,518	7,215,644	7,973,431	1,352,468
Cabretta, skins	783,195	988,180	815,838	143,721
Sheep and lamb, skins	6,489,620	6,477,141	6,777,883	2,053,971
Skivers and fleshers, dozens	86,530	90,938	135,226	16,106
Kangaroo and wallaby, skins	302,564	268,433	204,696	
Deer and elk	215,764	226,027	242,448	77,776
Pig and hog, skins	107,633	112,549	38,389	24,096
Pig and hog strips, pounds	658,456	607,555	385,212	38,750

*Represents deliveries by packers, butchers, dealers and importers.

TRADE GLEANINGS.

Carl Dorman, Gary, Ind., has bought the interest of Clair Wise in the Crown Point Packing Co., Crown Point, Ind.

The Haberman Provision Co., sausage manufacturers, Cleveland, O., recently installed new refrigerating machinery.

The Parker House Sausage Co., Indianapolis, Ind., has been incorporated. The company has established an office at 435 Indiana Ave.

The Citizens National Bank, Covington, Ind., has purchased the plant of the Covington Packing Co., for a reported consideration of \$20,000.

One hundred thousand shares of the stock of the Chickasha Cotton Oil Co., Chickasha, Okla., is being offered to the public. The company operates 130 gins in Oklahoma and Texas.

A new meat packing plant is being erected in Tampa, Fla., by Hendry Brothers & Co. It is expected that it will be ready for operation some time this month. It will have a capacity of about 150 animals a day.

Ground has been broken for the construction by the Bourbon Slaughter Pens, Paris, Ky., of a modern abattoir. The building will be of concrete and will contain cold storage, chill, curing and work rooms. It is expected that all kinds of livestock will be slaughtered:

E. Kahn Sons' Co., Cincinnati, O., recently installed in their new Cincinnati plant two 200-ton, vertical, single-acting, triple-cylinder, enclosed refrigerating machines, each direct-connected to a uniflow poppet valve engine, and a condensing side, including vertical shell and tube ammonia condensers.

The Vicksburg Packing Co., Vicksburg, Miss., is preparing to occupy a new plant to take care of its enlarged business. The new plant, with equipment, cost about \$100,000, and is equipped to handle cattle, hogs and sheep. The company will manufacture all its own sausage, but will handle nationally-known packinghouse products in addition to its own. A modern rendering plant also will be installed.

THE CASING HOUSE

**HOG — BEEF — SHEEP
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Hide and Skin Markets

Chicago.

PACKER HIDES—Market in a strong position, although trading has been light. At the close of last week a $\frac{1}{2}$ c advance was paid on light native cows, and early this week one packer moved 12,000 hides, mostly March and a few February take-offs, at a $\frac{1}{2}$ c advance for native and branded steers and branded cows. At this writing persistent reports are current of a further advance of $\frac{1}{2}$ c on these descriptions and, while not yet confirmed, other packers did refuse to sell at the early quotations. Confirmed trading amounted to around 30,000 hides, with possibly some late trading in a quiet way.

Spread native steers are in small supply and quoted nominally around 28@28 $\frac{1}{2}$ c. One packer moved 4,000 native steers early at 26c, and a couple of cars moved at the close of last week at 25 $\frac{1}{2}$ c. One packer sold extreme native steers at 25c.

Early trading in butt brands was at 25c for 3,000 by one packer; now quoted nominally 25 $\frac{1}{2}$ c. Colorados moved early at 24 $\frac{1}{2}$ c for 3,000; other packers quoting firmly at 25c. Heavy Texas steers nominally 25@25 $\frac{1}{2}$ c, light Texas steers 24 $\frac{1}{2}$ @25c and extreme light Texas steers 24 $\frac{1}{2}$ @25c, with top prices firmly asked. Reports of late trading at the top figures on branded steers not confirmed as yet.

Heavy native cows 25c bid and 25 $\frac{1}{2}$ c asked; bid price is $\frac{1}{2}$ c over last sales. About 5,000 light native cows moved late last week at 25 $\frac{1}{2}$ c; 26c now bid for straight Aprils, 26 $\frac{1}{2}$ c asked. About 2,000 branded cows moved early at 24 $\frac{1}{2}$ c, a $\frac{1}{2}$ c advance, these being mostly March with a few Aprils included; this figure later declined, asking 25c, and reports of late trading at this figure not yet confirmed.

One packer moved a car of native bulls, Jan. to March dating, at 21 $\frac{1}{2}$ c; earlier trading included some 1,600 by two packers at 21c, same dating. Branded bulls nominally 20c.

SMALL PACKER HIDES—A further advance of 1c was paid on branded hides when one local small packer moved April production, of about 6,500, at 25 $\frac{1}{2}$ c flat for both native and branded all-weight steers and cows. Previously, one packer moved 2,000 Aprils at the old price of 25 $\frac{1}{2}$ c for natives and 24 $\frac{1}{2}$ c for branded. Another packer moved April production of 4,500 quietly; some difference in prices as given by seller and reported buyer, but generally credited as having been 25 $\frac{1}{2}$ c basis for natives. Only one local small packer is now holding April hides and 26c has been declined for natives. One killer moved 700 April bulls at 21c for native bulls and 19 $\frac{1}{2}$ c for branded. Bid of \$1.35 declined for small lot of regular slunks; hairless quoted nominally 70@75c.

COUNTRY HIDES—Market strong, in sympathy with packer market. Good all-weights generally held at 23@23 $\frac{1}{2}$ c, selected, delivered. Heavy cows quoted 21@21 $\frac{1}{2}$ c; heavy steers nom-

inally 22@22 $\frac{1}{2}$ c and scarce. Good 45-60 lb. buff weights sold early at 23c and this has since been declined, asking 23 $\frac{1}{2}$ c. Good 25-45 lb. extremes generally quoted 25 $\frac{1}{2}$ @26c asked. Bulls rather scarce and quoted around 18@18 $\frac{1}{2}$ c asked. All-weight branded priced 21@21 $\frac{1}{2}$ c, Chicago freight. Trading generally rather quiet.

CALFSKINS—Packer calfskins quiet; last trading was at 32c in a small way for export, and 33c is talked in a nominal way.

At the close of last week, four or five cars of first salted Chicago city calfskins moved for export at 30c and 31c now asked. Outside city skins quoted around 30c. Mixed cities and countries priced 27@28c.

KIPSKINS—Last trading in February packer kip was at 28 $\frac{1}{2}$ c for natives, 28c for over-weights and 26c for branded; market quiet and now asking 30c for natives.

First salted Chicago city kips quoted nominally around 28c; trading quiet. Outside cities quoted 27@27 $\frac{1}{2}$ c. Mixed cities and countries priced around 26c.

Packer regular slunks \$1.50 bid; asking \$1.60 up. Hairless nominally 75@85c.

HORSEHIDES—Market strong. Choice renderers have sold up to \$9.50 in the eastern market and \$9.50@9.75 generally asked. Some good northern mixed lots have sold at \$8.50 flat for No. 1's and No. 2's.

SHEEPSKINS—Dry pelts quoted 30@32c per lb, according to section. Late this week one packer moved a car of shearings at \$1.20, running about 60 per cent No. 1's. Pickled skins steady and averaging around \$9.00 per doz. for straight run of packer lamb at Chicago; ribby lambs last sold at \$8.75 and one packer moved 75 doz. blind ribby lambs this week at \$10.00. New York market quoted on basis of last trading at \$8.75 per doz. for straight run of city lamb. Pickled sheepskins steady; quoted around \$10.25@10.50 per doz. for straight run of packer sheep; ribby sheep last sold at \$9.75 and well sold ahead for balance of season; blind ribby sheep last sold at \$11.25. Packer wool lambs \$4.30 per cwt. live lamb paid at Chicago; quoted on piece basis around \$3.50@4.00. Packer sheepskins quoted on piece basis around \$3.00@3.50. Small packer lambs priced \$3.50@3.90 for late slaughter.

PIGSKINS—No. 1 pigskin strips offered at 8 $\frac{1}{2}$ c and early sales in a small way at 8c. Some trading in gelatine stocks at 4c; demand quiet.

New York.

PACKER HIDES—Market stronger, in a nominal way, although trading quiet; March hides were fairly well cleaned up previously, following the trading in the western market, quoting native steers nominally at 26c, butt brands 25c, Colorados 24 $\frac{1}{2}$ c, and bulls 21c. Sellers appear confident of securing better prices for April hides, based on strong statistical position of the market and improved quality.

COUNTRY HIDES—Country hide market fairly active and higher. Good

all-weights quoted around 23c, selected. Buff weights generally priced around 23@23 $\frac{1}{2}$ c. Good 25-45 lb. extremes quoted 25@26c, selected.

CALFSKINS—Market fairly active and higher. Sales of 5-7's were made at \$2.50, and two or three cars 7-9's moved at \$3.20 and 9-12's at \$4.20; these prices since declined and, with the market showing a higher tendency, offerings are light.

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ending April 7, 1928, 5,283,000 lbs.; previous week, 5,308,000 lbs.; same week, 1927, 5,666,000 lbs.; from Jan. 1 to April 7, 71,652,000 lbs.; same period, 1927, 68,879,000 lbs.

Shipments of hides from Chicago for the week ending April 7, 1928, 4,043,000 lbs.; previous week, 3,411,000 lbs.; same week, 1927, 5,057,000 lbs.; from Jan. 1 to April 7, 68,611,000 lbs.; same period, 1927, 79,055,000 lbs.

STUDY FOR BETTER HIDES.

Field work for the improvement of hides and for standardization of the product for market is being done by the U. S. Department of Agriculture. Two men devote their time entirely to raw stock. One works on the standard grading of raw stock. The other is devoting his attention solely to improvement in take-off and curing.

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending April 13, 1928, with comparisons, are reported as follows:

PACKER HIDES.		Week ending Apr. 13, '28.	Previous week.	Cor. week, 1927.
Spr. nat. str. 28	@28 $\frac{1}{2}$ n	@27 $\frac{1}{2}$ n	18	@18 $\frac{1}{2}$ n
Hvy. nat. str. 26	@26	@25 $\frac{1}{2}$		@15 $\frac{1}{2}$
Hvy. Tex. str. 25	@25 $\frac{1}{2}$	@24 $\frac{1}{2}$	14 $\frac{1}{2}$ b	@15ax
Hvy. butt				
brnd'd str. 25	@25 $\frac{1}{2}$	@24 $\frac{1}{2}$	14 $\frac{1}{2}$ b	@15ax
Hvy. Col. str. 24 $\frac{1}{2}$	@24 $\frac{1}{2}$	@24	14b	@14 $\frac{1}{2}$ ax
Ex-light. Tex. str.	.....24 $\frac{1}{2}$ @25	@24		@14
Brnd'd cows. 24 $\frac{1}{2}$	@25	@24		@14
Hvy. nat. cows 25b	@25 $\frac{1}{2}$ ax	@24 $\frac{1}{2}$		@14 $\frac{1}{2}$
Light nat. cows	.....26b @26 $\frac{1}{2}$ ax	25b @25 $\frac{1}{2}$ ax		@15 $\frac{1}{2}$
Nat. bulls	.....@21 $\frac{1}{2}$	@21ax		@11ax
Brnd'd bulls	.....@20n	19 $\frac{1}{2}$ @20n	9	@10ax
Calfskins	.....32 @33n	@32		@18 $\frac{1}{2}$
Kips, nat.	.....28 $\frac{1}{2}$ @30n	@28 $\frac{1}{2}$		@17 $\frac{1}{2}$
Kips, ov-wt.	.....28 @29n	@28		@17
Kips, brnd'd	.....26 @27n	@26		@14
Slunks, reg.	.....1.50@1.60	1.50@1.60	1.15@1.25	
Slunks, hrls.	.....75 @85	75 @80	65 @75	

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND SMALL PACKERS.		Week ending Apr. 13, '28.	Previous week.	Cor. week, 1927.
Nat. all-wts.	25 $\frac{1}{2}$ @26	@25 $\frac{1}{2}$	15	@15 $\frac{1}{2}$ n
Branded	.....@25 $\frac{1}{2}$	@24 $\frac{1}{2}$	14	@14 $\frac{1}{2}$ n
Nat. bulls	.....@21	@20		@10 $\frac{1}{2}$
Brnd'd bulls	.....@19 $\frac{1}{2}$	18 $\frac{1}{2}$ @19n		@8 $\frac{1}{2}$
Calfskins	.....30 @31	@30		@17 $\frac{1}{2}$ ax
Kips	.....@28n	@28	16 $\frac{1}{2}$ @16 $\frac{1}{2}$	
Slunks, reg.	.....1.35b 1.20@1.40n	1.00@1.05		
Slunks, hrls.	.....70 @75n	70 @75n	50 @65	

COUNTRY HIDES.		Week ending Apr. 13, '28.	Previous week.	Cor. week, 1927.
Hvy. str.	.....22 @22 $\frac{1}{2}$	22 @22 $\frac{1}{2}$	12 $\frac{1}{2}$ @13ax	
Hvy. cows	.....21 @21 $\frac{1}{2}$	21 @21 $\frac{1}{2}$	@12 $\frac{1}{2}$ ax	
Butts	.....23 @23 $\frac{1}{2}$	22 $\frac{1}{2}$ @23	13 $\frac{1}{2}$ @14ax	
Extremes	.....25 @26	24 $\frac{1}{2}$ @25	15 @16ax	
Bulls	.....18 @18 $\frac{1}{2}$ ax	17 $\frac{1}{2}$ @18n	9 @9 $\frac{1}{2}$ ax	
Calfskins	.....26 @26 $\frac{1}{2}$	25 $\frac{1}{2}$ @26 $\frac{1}{2}$	13 $\frac{1}{2}$ @14ax	
Kips	.....25 @25 $\frac{1}{2}$	24 $\frac{1}{2}$ @25 $\frac{1}{2}$	13 $\frac{1}{2}$ @14ax	
Light calf	.....1.75@1.90	1.75@1.90	1.00@1.10	
Deacons	.....1.75@1.90	1.75@1.90	1.00@1.10	
Slunks, reg.	.....75 @80	75 @85	60 @75	
Slunks, hrls.	.....25 @30	25 @30	15 @25	
Horsehides	.....8.50@9.50	8.00@9.00	4.50@5.50ax	
Hogskins	.....80 @85	80 @85	40 @45	

SHEEPSKINS.		Week ending Apr. 13, '28.	Previous week.	Cor. week, 1927.
Pkr. lambs	.....3.50@4.00	3.50@4.10	1.80@2.40ax	
Sml. packer lambs	.....3.50@3.90	3.50@4.00		
Pkr. sh'rings	1.20@1.25	1.15@1.25	92 $\frac{1}{2}$ @1.00	
Dry pelts	.....30 @32	30 @32	20 @22	

Reports of stocks of hides and skins on page 37.

ST. JOSEPH.

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, April 12, 1928.

CATTLE—Fed steers and yearlings were uneven and mostly steady. Fat she stock and bulls ruled strong to 25c higher. Vealers remained unchanged. Choice 1,281-1,325 lb. beeves brought \$14.50@14.75. Light weight steers, reached \$13.60. Vealers topped at \$12.50.

HOGS—Butchers and packing sows advanced 25@35c under light receipts coupled with a broad demand and reached the seasons high levels with \$8.85 top. On late rounds choice 215-225 lb. weights topped at \$8.75.

SHEEP—Mature lambs scored 25c upturns and the \$17.00 was a new seasons high mark. Springers reached \$18.50, while choice clipppers cashed at \$14.50 down. Aged stock ruled strong to 25c higher, and fat ewes topped freely at \$10.00.

ST. PAUL.

(Reported by U. S. Bureau of Agricultural Economics and Minnesota Dept. of Agriculture.)

South St. Paul, Minn., Apr. 11, 1928.

CATTLE—Most of last week's advances on matured steers have been lost on recent days. Yearlings show little price change. Several loads of steers sold during the week at \$13.25@14.00; bulk steers and yearlings, \$11.25@12.50; most slaughter cows, \$7.25@9.25; bulk heifers, \$8.50@10.50; best cows, around \$10.50; choice yearling heifers, \$11.50@12.00 or better; bulk of vealers today, \$12.50, or \$1.00 higher for the week.

HOGS—The hog market has advanced around 50c on lights and butchers during the week; 170 to 225 lb. averages now selling at \$8.50@8.70; heavier butchers, \$8.25@8.50. Most of the 140 to 160 lb. kinds are going at \$7.75@8.25; sows, \$7.00@7.25; most pigs, \$7.25.

SHEEP—The sheep and lamb trade continues strong, good to choice woolled lambs being salable from \$16.00@16.75; best clipppers this week, \$14.75; good to choice fat woolled ewes, \$9.50@10.00 or above.

SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending April 7, 1928:

CATTLE.			
	Week ending Apr. 7.	Prev. week.	Cor. 1927.
Chicago	19,200	23,323	23,630
Kansas City	17,047	19,654	23,606
Omaha	12,960	17,415	17,008
E. St. Louis	8,946	11,375	12,087
St. Joseph	6,780	8,432	9,206
Sioux City	6,987	8,657	8,171
Wichita	2,184	...	...
Ft. Worth	4,190	5,667	6,707
Philadelphia	1,276	1,901	1,918
Indianapolis	1,332	1,521	5,035
Boston	1,149	1,118	1,401
N. Y. and Jersey City	7,884	9,078	9,534
Oklahoma City	4,386	4,461	5,192
Cincinnati	2,656	2,519	...
Denver	2,733	3,676	...
Total	99,420	118,497	124,357

HOGS.			
Chicago	104,000	139,400	98,600
Kansas City	38,455	39,460	34,790
Omaha	38,357	62,597	42,391
East St. Louis	38,907	31,475	36,565
St. Joseph	15,104	24,059	18,334
Sioux City	37,314	47,586	37,171
Wichita	10,487	...	...
Port Worth	10,141	10,939	11,276
Philadelphia	18,055	20,063	15,954
Indianapolis	18,186	18,180	22,960
Boston	10,550	14,634	10,403
N. Y. and Jersey City	57,391	62,696	48,656
Oklahoma City	10,288	10,134	6,783
Cincinnati	21,865	19,806	...
Denver	9,822	13,775	...
Total	440,932	514,987	393,003

SHEEP.			
Chicago	50,356	43,400	40,965
Kansas City	21,776	31,628	26,584
Omaha	38,829	37,858	31,989
East St. Louis	3,000	2,938	5,058
St. Joseph	25,947	26,138	29,177
Sioux City	7,497	5,900	4,437
Wichita	1,272	...	...
Port Worth	2,509	2,812	9,225
Philadelphia	4,120	4,356	4,496
Indianapolis	642	188	317
Boston	2,251	3,249	4,753
N. Y. and Jersey City	39,001	47,033	44,006
Oklahoma City	307	157	188
Cincinnati	654	1,033	...
Denver	4,471	5,697	...
Total	202,732	212,539	201,512

RECEIPTS AT CHIEF CENTERS.

Combined receipts of cattle, hogs and sheep at the principal markets of the country for the week ending Apr. 7, and comparative periods follow:

At 20 markets:			
	Cattle.	Hogs.	Sheep.
Week ending Apr. 7...	171,000	618,000	286,000
Week ago	200,000	773,000	305,000
1927	207,000	570,000	267,000
1926	197,000	515,000	266,000
1925	228,000	523,000	274,000
1924	204,000	727,000	216,000

At 11 markets:			
	Cattle.	Hogs.	Sheep.
Week ending Apr. 7...	123,000	447,000	201,000
Previous week	150,000	587,000	232,000
1927	154,000	422,000	187,000
1926	148,000	381,000	187,000
1925	167,000	377,000	191,000
1924	161,000	528,000	171,000

At 7 markets:			
	*Cattle.	Hogs.	Sheep.
Week ending Apr. 7...	123,000	447,000	201,000
Previous week	150,000	587,000	232,000
1927	154,000	422,000	187,000
1926	148,000	381,000	187,000
1925	167,000	377,000	191,000
1924	161,000	528,000	171,000

*Calves at Omaha, St. Louis and St. Joseph counted as cattle.

How Are Your Claims on Cripples?

Action resulting from the activity of one Eastern railroad is causing railroads to try to force all shippers to settle all claims for loss on cripples on the basis of 15% of the value of the animal.

Such proposal is said to be wholly unwarranted by past court decisions. Shippers may demand and collect the full amount of any loss due to negligence of the carriers.

Every shipper should stand on his rights, and enter suit if necessary.

Packers and shippers who have had experience with this attempt to settle a 100 per cent claim for 15 per cent are invited to report their experiences to THE NATIONAL PROVISIONER.

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CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ending Apr. 4, 1928, with comparisons:

BUTCHER STEERS.			
1,000-1,200 lbs.			
	Week ended Apr. 4.	Prev. week.	Same week, 1927.
Toronto	\$10.75	\$10.90	\$ 8.75
Montreal	10.50	11.00	8.75
Winnipeg	9.75	9.50	8.50
Calgary	10.00	10.50	9.00
Edmonton	9.50	9.50	8.25
Pr. Albert	9.75	9.00	5.50
Moose Jaw	9.00	9.00	8.00

VEAL CALVES.			
Toronto	\$16.25	\$16.00	\$14.00
Montreal	9.50	9.50	8.30
Winnipeg	15.00	15.00	11.00
Calgary	12.50	13.50	10.50
Edmonton	14.00	14.00	12.00
Pr. Albert	10.00	7.00	7.00
Moose Jaw	13.00	13.00	10.00

SELECT BACON HOGS.			
Toronto	\$10.15	\$10.25	\$12.22
Montreal	10.25	10.25	12.60
Winnipeg	9.25	9.50	11.27
Calgary	8.85	8.85	11.82
Edmonton	8.85	8.85	11.83
Pr. Albert	9.25	9.45	10.72
Moose Jaw	9.00	9.00	11.27

GOOD LAMBS.			
Toronto	\$15.50	\$15.50	\$14.25
Montreal	12.00	12.00	11.00
Winnipeg	14.00	14.00	12.00
Calgary	12.50	12.50	11.75
Edmonton	14.00	14.00	11.50
Pr. Albert	12.50	12.50	11.50
Moose Jaw	12.50	12.50	11.50

LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, April 12, 1928, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

Hogs (Soft or oily hogs and roasting pigs excluded):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Hvy wt. (250-350 lbs.) med-ch.	\$8.30@ 8.85	\$8.50@ 9.00	\$7.90@ 8.45	\$7.90@ 8.45	\$8.00@ 8.40
Med. wt. (200-250 lbs.) med-ch.	8.40@ 9.05	8.85@ 9.10	8.25@ 8.80	8.15@ 8.75	8.25@ 8.60
Lt. wt. (150-200 lbs.) com-ch.	8.15@ 9.05	8.65@ 9.00	8.10@ 8.60	8.25@ 8.75	8.40@ 8.60
Lt. lt. (130-150 lbs.) com-ch.	7.25@ 8.75	7.25@ 8.85	7.25@ 8.50	7.50@ 8.80	7.50@ 8.50
Packing sows, smooth and rough.	7.50@ 8.00	7.15@ 7.75	7.00@ 7.60	6.50@ 7.65	6.75@ 7.25
Sitr. pigs (130 lbs. down), med-ch.	6.25@ 7.75	5.50@ 8.00	6.85@ 7.75	7.00@ 7.50	7.00@ 7.50
Av. cost and wt., Wed. (pigs excl.)	8.75-236 lb.	8.90-211 lb.	8.25-260 lb.	8.40-239 lb.	8.42-211 lb.

Slaughter Cattle and Calves:	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
STEERS (1,500 LBS. UP):					
Good-ch.	13.75@15.25	13.25@14.50	13.25@15.00	13.25@15.00	13.25@15.00
STEERS (1,300-1,500 LBS.):					
Choice	14.60@15.00	14.25@15.00	13.75@14.50	13.85@14.75	13.50@14.25
Good	13.25@14.60	13.25@14.25	13.00@13.75	12.85@13.85	12.25@13.50
STEERS (1,100-1,300 LBS.):					
Choice	14.50@15.00	14.25@15.00	13.50@14.50	13.50@14.50	13.25@14.25
Good	13.00@14.50	13.00@14.25	12.75@13.75	12.50@13.85	12.00@13.25
STEERS (950-1,100 LBS.):					
Choice	14.00@14.75	13.75@14.75	13.25@14.25	13.25@14.25	13.00@14.00
Good	12.75@14.50	12.50@13.75	12.50@13.50	12.25@13.50	11.85@13.25
STEERS (800 LBS. UP):					
Medium	11.25@13.50	10.75@13.25	10.75@13.00	10.50@12.85	10.25@12.25
Common	8.75@11.25	8.75@10.75	8.25@10.75	8.25@11.00	7.75@10.25
STEERS (FEED CALVES AND YEARLINGS 750-950 LBS.):					
Choice	13.75@14.75	13.75@14.50	13.00@14.00	13.25@14.00	12.60@13.50
Good	12.50@13.75	12.50@13.75	12.00@13.00	12.00@13.25	11.50@12.60
HEIFERS (850 LBS. DOWN):					
Choice	13.00@13.85	13.00@13.75	12.00@13.00	12.00@13.00	11.75@12.75
Good	12.25@13.25	12.00@13.00	11.25@12.00	10.75@12.25	10.75@11.75
Common-med.	8.50@12.25	9.00@12.00	8.00@11.25	7.50@10.75	7.50@10.75
HEIFERS (850 LBS. UP):					
Choice	11.25@13.50	11.25@12.75	11.00@12.50	11.00@12.50	10.50@12.50
Good	10.25@13.00	10.50@12.00	10.00@11.75	10.00@11.75	9.50@11.50
Medium	9.25@12.00	9.00@10.50	8.00@10.50	7.75@10.25	8.25@10.50
COWS:					
Choice	10.50@11.50	10.50@11.00	10.25@11.25	10.00@11.00	9.75@10.75
Good	9.00@10.50	9.50@10.50	9.00@10.25	8.50@10.00	8.50@ 9.75
Common-med.	7.75@ 9.00	7.75@ 9.50	7.50@ 9.00	6.75@ 8.50	7.25@ 8.50
Low cutter and cutter	6.00@ 7.75	5.25@ 7.75	6.00@ 7.50	5.00@ 6.75	5.25@ 7.25
BULLS (YEARLINGS EXC.):					
Beef Good-ch.	9.00@10.50	8.75@10.50	8.25@ 9.50	8.25@ 9.25	8.25@ 9.50
Cutter-med.	7.50@ 9.10	6.25@ 8.75	7.00@ 8.25	6.50@ 8.25	6.50@ 8.50
CALVES (500 LBS. DOWN):					
Medium-ch.	9.00@11.00	8.00@11.50	9.00@11.00	8.00@12.00	8.00@10.50
Cull-common	7.00@ 9.00	5.50@ 8.00	6.50@ 9.00	6.00@ 8.00	6.00@ 8.00
VEALERS (MILK-FED):					
Good-ch.	12.25@15.50	14.00 only	10.50@12.50	9.00@13.00	10.25@13.00
Medium	11.00@12.25	10.50@14.00	8.00@10.50	7.00@ 9.00	7.50@10.25
Cull-common	8.00@11.00	5.50@10.50	6.00@ 8.00	6.00@ 7.00	6.00@ 7.50

Slaughter Sheep and Lambs:	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Lambs (64 lbs. down) good-ch.	16.00@17.75	16.00@17.40	16.00@18.95	16.00@17.00	15.85@17.00
Lambs (62 lbs. down) medium-ch.	15.75@16.60	15.25@16.00	14.75@16.00	15.00@16.00	14.50@15.85
Lambs (all weights) cull-common	13.50@15.50	13.00@15.25	13.25@14.75	13.50@15.00	11.25@14.50
Yearling wethers (110 lbs. down) medium-choice	13.75@15.65	13.00@15.25	11.50@15.00	11.50@14.75	11.50@14.25
Ewes (120 lbs. down) med-ch.	9.50@11.25	8.00@10.25	7.75@10.00	7.50@10.00	8.00@10.25
Ewes (120-150 lbs.) medium-ch.	8.75@11.25	7.50@ 9.75	7.50@ 9.75	7.25@ 9.75	7.75@10.00
Ewes (all weights) cull-common	3.50@ 9.50	3.50@ 8.00	3.00@ 7.75	3.25@ 7.50	3.00@ 7.00

RECEIPTS AT CENTERS.

SATURDAY, APRIL 7, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	200	3,000	3,000
Kansas City	500	1,500	120
Omaha	100	1,600	...
St. Louis	250	3,500	400
St. Joseph	50	800	3,000
Sioux City	100	4,000	300
St. Paul	600	500	...
Oklahoma City	100	700	...
Fort Worth	600	700	...
Milwaukee	...	100	...
Denver	...	100	...
Louisville	200	300	...
Wichita	100	200	...
Indianapolis	100	2,000	100
Pittsburgh	100	1,000	200
Cincinnati	300	1,100	100
Buffalo	200	1,000	200
Cleveland	100	1,000	100
Nashville	100	200	...
Toronto	...	100	...

MONDAY, APRIL 9, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	12,000	25,000	13,000
Kansas City	9,500	9,000	6,000
Omaha	4,500	6,500	6,000
St. Louis	2,300	8,500	1,500
St. Joseph	1,300	3,500	8,500
Sioux City	2,500	5,500	1,500
St. Paul	2,900	7,000	500
Oklahoma City	500	1,000	...
Fort Worth	4,400	1,300	2,400
Milwaukee	300	500	100
Denver	1,700	2,000	2,300
Louisville	1,500	1,800	...
Wichita	1,800	3,600	...
Indianapolis	700	3,200	100
Pittsburgh	600	4,600	3,600
Cincinnati	1,100	4,600	100
Buffalo	1,600	10,200	3,200
Cleveland	500	4,000	2,200
Nashville	400	1,100	...
Toronto	2,100	2,900	500

TUESDAY, APRIL 10, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	8,500	21,000	12,000
Kansas City	7,000	6,000	5,500
Omaha	6,000	10,500	8,800
St. Louis	3,500	14,000	1,000
St. Joseph	2,500	4,700	4,200
Sioux City	2,800	9,000	300
St. Paul	1,800	6,800	200
Oklahoma City	500	2,100	...
Fort Worth	600	700	...
Milwaukee	800	3,000	300
Denver	1,000	1,200	7,800
Louisville	200	900	...
Wichita	800	3,200	400
Indianapolis	1,500	8,000	300
Pittsburgh	100	1,100	1,000
Cincinnati	300	4,400	100
Buffalo	200	1,400	200
Cleveland	200	2,500	1,200
Nashville	100	500	...
Toronto	1,700	1,000	500

WEDNESDAY, APRIL 11, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	10,000	18,000	8,000
Kansas City	7,500	8,000	6,000
Omaha	6,500	11,500	10,000
St. Louis	2,000	14,000	500
St. Joseph	2,000	6,000	4,200
Sioux City	3,500	7,500	1,000
St. Paul	2,500	12,000	300
Oklahoma City	1,800	2,100	...
Fort Worth	1,800	2,000	300
Milwaukee	300	800	200
Denver	400	900	12,100
Louisville	100	1,100	...
Wichita	1,300	3,800	900
Indianapolis	1,200	7,500	100
Pittsburgh	1,500	1,500	200
Cincinnati	200	6,600	100
Buffalo	100	2,500	400
Cleveland	300	2,500	1,200
Nashville	100	800	...
Toronto	1,400	1,900	300

THURSDAY, APRIL 12, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	7,000	28,000	7,000
Kansas City	1,500	4,500	6,000
Omaha	2,000	9,500	13,000
St. Louis	2,500	12,500	500
St. Joseph	1,000	3,500	4,000
Sioux City	1,500	7,000	1,800
St. Paul	1,500	6,000	400
Oklahoma City	800	1,800	...
Fort Worth	1,800	2,000	900
Milwaukee	700	2,500	200
Denver	800	1,600	0.200
Louisville	100	900	...
Wichita	400	2,100	100
Indianapolis	700	4,300	100
Pittsburgh	100	1,500	200
Cincinnati	300	3,200	200
Buffalo	100	7,800	700
Cleveland	200	2,400	1,800
Nashville	100	500	...
Toronto	900	800	200

FRIDAY, APRIL 13, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	2,000	15,000	5,000
Kansas City	300	2,000	2,500
Omaha	700	5,000	200
St. Louis	1,000	9,500	500
St. Joseph	300	2,000	3,000
Sioux City	700	6,000	300
St. Paul	1,800	8,000	300
Oklahoma City	800	2,200	...
Fort Worth	1,300	1,500	2,700
Milwaukee	100	800	...
Denver	700	500	7,000
Wichita	400	1,700	400
Indianapolis	500	5,000	100
Pittsburgh	...	1,200	300
Cincinnati	400	1,700	100
Cleveland	100	3,000	...
Nashville	100	1,000	300

AUSTRALIAN CATTLE GOOD.

The 1928 Australian beef season opened in February, and due to the improved feed situation, cattle are in splendid condition and an excellent season is anticipated, reports the American Consulate General at Melbourne. In New South Wales very little slaughtering is reported and prices are higher. It is stated that the rains in Queensland came too late to benefit many cattle growers in the western districts. Slaughtering has begun at Melbourne.

BUFFALO LIVESTOCK IN MARCH.

The receipts and disposition of livestock at Buffalo, N. Y., during March, 1928, were as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Receipts	15,288	24,747	88,901	62,000
Shipments	7,229	19,700	46,386	55,000
Local slaughter	8,079	5,053	43,330	7,000

PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ended Saturday, Apr. 7, 1928, with comparisons, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.....	4,765	7,358	6,700	20,353
Swift & Co.....	4,698	5,454	7,700	16,301
Morris & Co.....	2,527	1,500	11,300	5,255
Wilson & Co.....	4,346	5,792	9,700	8,624
Anglo-Am. Prov. Co.	815	.....	900	.....
G. H. Hammond Co.	1,535	.....	3,800	.....
Libby, McNeill & Libby.....	514	.....	.....	.....
Brennan Packing Co.	6,600	hogs; Miller & Hart, 5,300	hogs; Independent Packing Co., 2,800	hogs; Western Packing & Provision Co., 11,600
Boyd, Lunham & Co.	1,800	hogs; Roberts & Oake, 5,800	hogs; Agar Pkg. Co., 4,000	hogs; others, 26,500
Totals:	Cattle, 19,200;	calves, 18,113;	hogs, 104,000;	sheep, 50,356.

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	1,965	646	5,836	3,818
Cudahy Pkg. Co.	2,066	605	4,359	5,811
Powder Pkg. Co.	736	...	...	...
Morris & Co.	1,766	922	3,613	2,901
Swift & Co.	2,968	683	16,973	5,151
Wilson & Co.	3,350	760	4,603	4,026
Local butchers	772	108	1,201	69
Total	13,623	3,424	36,485	21,776

OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	3,788	9,917	11,490
Cudahy Pkg. Co.	3,070	9,020	9,906
Dold Pkg. Co.	1,515	7,843	...
Morris & Co.	1,614	4,050	6,619
Swift & Co.	3,571	7,942	13,155
Eagle Pkg. Co.	11	...	...
Glusburg, M.	...	...	...
Huffman Bros.	38	...	...
Mayerwisch & Vail.	29	...	...
Omaha Pkg. Co.	42	...	...
J. Rife Pkg. Co.	23	...	...
J. Both & Sons.	103	...	...
St. Omaha Pkg. Co.	53	...	...
Lincoln Pkg. Co.	186	...	...
John Morrell & Co.	109	...	...
Nagle Pkg. Co.	115	...	...
T. M. Sinclair & Co.	197	...	...
Wilson & Co.	341	...	...
Other buyers	...	20,960	...
Total	14,805	50,780	41,170

ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	798	746	2,084	323
Swift & Co.	1,225	1,459	4,957	610
Morris & Co.	858	686	1,603	192
East Side Pkg. Co.	691	...	4,553	...
All others	5,372	1,601	23,110	1,875
Total	8,944	4,472	36,907	3,000

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,249	675	7,301	16,917
Armour & Co.	1,645	450	5,293	5,422
Morris & Co.	1,441	248	2,288	3,034
Others	2,000	66	10,431	10,104
Total	7,335	1,439	25,313	35,477

SIoux CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,121	138	12,191	2,184
Armour & Co.	2,209	146	11,710	2,725
Swift & Co.	1,800	137	6,135	1,566
Smith Bros.	34	18	...	...
Local butchers.	96	22	...	...
Order buyers	1,773	128	20,395	...
Total	8,213	589	50,431	6,475

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,757	316	5,011	148
Wilson & Co.	1,701	504	4,768	159
Others	108	...	489	...
Total	3,566	820	10,268	307

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Eastern buyers	807	2,265	15,326	589
Kluge & Co.	1,174	1,297	15,256	369
Indianapolis Abt. Co.	1,202	650	135	30
Armour & Co.	306	51	995	...
Bell Pkg. Co.	12	20	631	...
Brown Bros.	111	...	...	...
Hilgemeyer Bros.	3	...	1,230	...
Schaefer Pkg. Co.	28	10	369	...
Silverview Pkg. Co.	7	...	292	...
Indiana Pkg. Co.	96	20	284	...
Indiana Prov. Co.	54	30	231	3
Art Wabnitz	3	55	...	42
Maas-Hartman & Co.	32	9	...	4
Hosmer Abt. Co.	26	...	...	...
Miscellaneous	328	116	496	71
Total	4,189	4,523	35,216	1,121

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
C. A. Freund	110	41	173	3
S. W. Gall	...	11	...	318
J. Hilberg & Son	107	2	...	...
Gu. Juengling	198	150	...	...
E. Kahn's Sons Co.	589	259	7,445	304
Kroger Gro. & B. Co.	194	206	4,653	...
Lohrey Pkg. Co.	3	...	304	...
H. H. Meyer P. Co.	21	...	3,623	...
W. G. Rehn & Son	163	20	...	...
A. Sander Pkg. Co.	4	...	2,360	...
J. Schlachter & Son	179	232	...	117
J. & F. Schroth Pkg. Co.	16	...	3,530	...
Vogel & Son	...	9	510	...
Total	1,584	930	22,598	804

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,123	10,462	9,650	133
U. D. B. Co., N. Y.	63	...	...	...
The Layton Co.	...	...	927	...
R. Gumz & Co.	98	1	93	...
Armour & Co., Milw.	429	5,164	...	...
Armour & Co., Chgo.	133	...	...	...
N.Y.B.D.M.C.	...	...	...	...
Cudahy Bros. Co.	25	...	...	...
Butchers	224	331	104	138
Traders	244	115	32	3
Total	2,356	16,073	10,806	274

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	1,270	113	4,053	11,732
Armour & Co.	1,072	183	3,425	14,176
Blayney-Murphy	314	93	1,717	...
Miscellaneous	398	95	948	1,475
Total	3,054	484	10,143	27,383

RECAPITULATION.

Recapitulation of packers' purchases by markets for the week ended April 7, 1928, with comparisons:

CATTLE.

	Week ending Apr. 7.	Prev. week.	Cor.
Chicago	19,200	23,323	23,630
Kansas City	13,623	16,126	19,738
Omaha	14,805	18,991	18,712
St. Louis	8,944	11,375	12,037
St. Joseph	7,335	9,003	9,610
Sioux City	8,213	9,479	9,078
Oklahoma City	3,566	3,352	4,213
Indianapolis	4,189	4,418	6,110
Cincinnati	1,584	1,566	2,201
Milwaukee	2,356	1,989	2,676
Wichita	...	1,947	1,997
Denver	3,054	3,711	2,085
St. Paul	...	10,779	9,826
Total	86,899	116,059	122,013

*Includes calves.

HOGS.

	Week ending Apr. 7.	Prev. week.	Cor.
Chicago	104,000	139,400	98,600
Kansas City	36,485	37,883	34,790
Omaha	59,780	101,251	62,409
St. Louis	36,907	31,475	36,565
St. Joseph	25,313	32,343	22,115
Sioux City	50,431	77,366	43,279
Oklahoma City	10,268	10,134	6,783
Indianapolis	35,216	33,683	23,021
Cincinnati	22,598	17,429	14,362
Milwaukee	10,806	9,748	12,225
Wichita	...	20,054	13,785
Denver	10,143	10,740	7,543
St. Paul	...	54,681	48,839
Total	401,947	576,787	424,336

SHEEP.

	Week ending Apr. 7.	Prev. week.	Cor.
Chicago	50,356	43,490	40,964
Kansas City	21,776	31,383	26,584
Omaha	41,170	47,334	36,972
St. Louis	3,000	2,938	5,058
St. Joseph	35,477	32,076	34,339
Sioux City	6,475	4,903	4,378
Oklahoma City	307	157	188
Indianapolis	1,121	2,801	1,222
Cincinnati	804	869	904
Milwaukee	274	493	207
Wichita	...	1,721	1,441
Denver	27,383	25,836	5,491
St. Paul	...	2,965	1,862
Total	188,143	194,966	159,610

MARCH BACON PRICE LOW.

The British market for cured pork took an upward turn during the week ended March 28, according to information cabled by E. A. Foley, American Agricultural Commissioner at London. The average price of Danish Wiltshire sides at Liverpool reached \$19.54 per 100 pounds, the highest average since the last week of November. The average for March stands at \$18.32 against \$19.95 last year and \$24.60 for March, 1926.

CHICAGO LIVESTOCK.

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods are reported as follows:

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Sat., Mar. 31.	231	153	7,492	940
Mon., Apr. 2.	15,416	4,902	55,375	19,464
Tues., Apr. 3.	6,601	6,256	23,995	15,621
Wed., Apr. 4.	6,844	3,234	15,318	8,516
Thur., Apr. 5.	6,924	6,945	26,620	13,392
Fri., Apr. 6.	1,059	680	15,589	8,244
Sat., Apr. 7.	200	100	4,000	3,000

Totals this wk. 37,044 22,117 140,797 68,238
Previous week 45,419 18,525 186,041 65,793
Year ago 48,622 17,511 120,379 58,762
Two years ago 49,190 16,021 114,435 75,722

Years receipts to Apr. 7, with comparative totals:

	1928.	1927.
Cattle	625,460	765,417
Calves	234,349	190,235
Hogs	3,185,084	2,228,318
Sheep	963,600	1,073,018

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Sat., Mar. 31.	...	...	3,111	136
Mon., Apr. 2.	2,357	...	14,678	3,459
Tues., Apr. 3.	1,976	...	9,164	2,202
Wed., Apr. 4.	2,004	96	5,024	674
Thur., Apr. 5.	1,736	282	4,905	3,282
Fri., Apr. 6.	779	...	9,275	1,892
Sat., Apr. 7.	100	...	1,600	1,000

Totals this wk. 8,852 378 44,046 12,509
Previous week 13,996 773 55,612 18,260
Year ago 15,158 963 30,276 11,868
Two years ago 17,722 521 36,604 23,072

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week end. Apr. 7.	\$13.25	\$ 8.30	\$ 9.00	\$10.35
Previous week	13.00	8.05	8.95	10.35
1927	11.25	11.10	8.10	15.50
1926	9.45	12.05	8.15	12.30
1925	10.25	13.25	7.75	14.35
1924	10.05	7.40	10.40	16.30
1923	8.85	8.20	8.05	13.25

Avg. 1923-1927 ... \$ 9.95 \$10.40 \$ 8.70 \$14.40

SUPPLIES FOR CHICAGO PACKERS.

Net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards.

	Cattle.	Hogs.	Sheep.
*Week ending April 7	28,092	96,156	55,729
Previous week	32,323	130,429	47,533
1927	35,464	90,103	46,804
1926	31,468	77,831	52,650
1925	33,876	84,766	58,728
1924	32,466	111,811	39,999

*Saturday, Apr. 7, estimated.

HOG RECEIPTS, WEIGHTS, PRICES.

Receipts, average weight and top and average prices of hogs, with comparisons:

	Average No. Wgt. received. lbs.	Top.	Avg.
*Week ending Apr. 7	140,200	236	\$ 8.85 \$ 8.30
Previous week	186,041	237	8.60 8.05
1927	120,379	239	12.20 11.10
1926	114,435	247	13.80 12.05
1925	122,950	233	13.70 13.25
1924	159,262	294	7.65 7.40
1923	182,797	239	8.50 8.20

Avg. 1923-1927 ... 140,000 238 \$11.15 \$10.40

*Receipts and average weight for week ending Apr. 7, estimated.

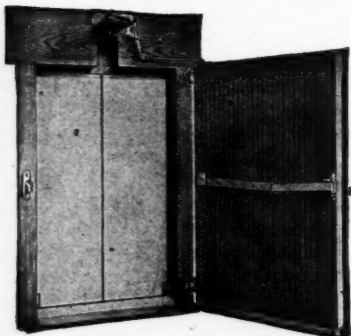
HOG SLAUGHTERINGS.

Chicago packers' hog slaughterings for the week ending Apr. 7, 1928:

Armour & Co.	6,700
Anglo American	900
Swift & Co.	7,700
Hammond Co.	3,800
Morris & Co.	11,300
Wilson & Co.	9,764
Boyd-Lunham	1,800
Western Packing Co.	11,600
Roberts & Oake	5,800
Miller & Hart	5,900
Independent Packing Co.	2,300
Brennan Packing Co.	6,600
Agar Packing Co.	4,000
Others	26,500

Total 104,000
Previous week 131,400
Year ago 98,600
1926 78,400
1925 76,500
(For Chicago livestock prices see page 42.)

"Stevenson's Door that Cannot Stand Open"



*When it's open
it's closed like this*

Thousands of users in all lines have found it saved its cost in a single August; made money for them all the rest of the year.

Shall we send full details?

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Makers of Cold Storage Doors since 1888

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20 MULE TEAM BORAX

Antiseptic

Cleansing

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Use 20 MULE TEAM BORAX when any cleansing is to be done. It softens water. It cleans thoroughly. It inhibits the growth of the bacteria of decomposition and leaves things sweet and wholesome. It is especially good when washing anything that comes in contact with meat, because it is harmless.

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PACKER, SAUSAGE MAKER, RENDERER
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Ammonia or Carbon
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UNITED CORK COMPANIES, Lyndhurst, N. J.

Cold Storage Insulation

All Kinds of Refrigerator Construction

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Ice and Refrigeration

ICE NOTES.

Work was started recently on the cold storage warehouse being constructed by the Carey Ice Co. at Hutchinson, Kan.

The Prentice Packing & Cold Storage Co., Yakima, Wash., has taken out a building permit for an addition to its cold storage unit to cost \$25,000.

A cold storage plant to cost \$150,000 will be erected by the Wenatchee Produce Co., Wenatchee, Wash.

The Hill Wholesale Produce Co., Victoria, Tex., has let the contract for a new cold storage plant.

Construction of a large cold storage plant in Dayton, O., is proposed by the Miami Development Co. A site for the plant has been secured.

A cold storage plant is being planned by the Atlantic Ice & Coal Co., Buena Vista, Ga. Construction is expected to start at an early date.

T. B. Hughes, Iuka, Miss., it is reported, will erect a cold storage warehouse.

T. B. Craft will build a cold storage warehouse at Belzoni, Miss.

A. J. Kramer, Ponchatoula, La., who purchased the local ice plant recently, is planning the erection of a cold storage building.

The cold storage plant of Underwood & Viles, Hutchinson, Ky., is being remodeled and additional equipment installed.

Plans are under way for the construction of a cold storage plant in Ottawa, Kan. It will be built by the Putnam County Ice & Storage Co.

The Serv-ice & Storage Co., Logan, W. Va., has purchased the Logan Ice & Storage Co. and the Madison Ice & Storage Co. and will operate the plants.

Application for dissolution has been filed by the San Luis Ice & Cold Storage Co., San Luis, Calif. The step was taken as a matter of form in changing the name of the organization to the San Luis Ice & Cold Storage Corporation.

Contract for the construction of a cold storage plant in Camden, N. J., has been let by the Camden Rail & Harbor Terminal Corp.

An addition is being built to the plant of the Alva Ice & Storage Co., Woodward, Okla.

The Community Power & Light Co. will build a cold storage plant in Beeville, Tex.

The Southern United Ice Co., has purchased the plant of the Acme Ice & Refrigerating Co., Cleburne, Tex.

FROZEN POULTRY IN STORAGE.

The cold storage holdings of frozen poultry on April 1, 1928, with comparisons are reported as follows by the U. S. Bureau of Agricultural Economics:

	Apr. 1, 1928.	Apr. 1, 1927.	5-yr. av., Apr. 1.
Broilers, lbs...	9,088,000	15,009,000	11,507,000
Fryers, lbs...	6,193,000	6,957,000	6,575,000
Roasters, lbs...	25,143,000	29,362,000	32,508,000
Poultry, lbs...	14,346,000	13,360,000	12,742,000
Turkeys, lbs...	11,394,000	11,020,000	11,961,000
Misc., lbs...	16,949,000	28,980,000	22,697,000
Total	112,484,000	104,697,000	91,475,000

MEAT AND LARD STOCKS.

Stocks of meat and lard on hand in the United States on April 1, 1928, with comparisons, are reported by the U. S. Bureau of Agricultural Economics as follows:

	Apr. 1, '28. Lbs.	Mar. 1, '28. Lbs.	5-Yr. Av. Apr. 1. Lbs.
Beef, frozen....	37,444,000	44,017,000	63,105,000
Cured	10,952,000	10,301,000	14,432,000
In cure	8,567,000	8,431,000	12,070,000
Pork, frozen....	322,542,000	264,043,000	191,580,000
D. S. cured....	94,472,000	77,687,000	81,584,000
D. S. in cure...	83,415,000	82,922,000	82,071,000
S. P. cured....	197,953,000	164,312,000	184,927,000
S. P. in cure...	298,525,000	296,932,000	258,174,000
Lamb and mutton, frozen	3,237,000	4,020,000	3,335,000
Misc. meats....	74,706,000	71,707,000	71,587,000
Lard	164,775,000	121,082,000	97,565,000

WHEN FRAMES CRACK.

It is good practice to inspect the compressor frame occasionally for cracks. These if present can generally

be located more easily when machine is running, since the crack can be seen opening or closing especially if some oil is present on surface. If detected sometimes its progress can be arrested by use of bolts and clamps. Judgment must be used according to conditions but the main thing is to have knowledge of their presence or absence.

Machines are sometimes found to be loose on foundation. If too loose the condition will soon get worse and generally it is better to raise the machine, pick off the oil-soaked concrete and regROUT. An oil proof grouting can be made as follows: 200 lbs. of clean sharp sand; 125 lbs. of good Portland cement; 25 lbs. No. 7 Smooth-On. Anchor bolts in all cases must be tight.

JANUARY BY-PRODUCTS YIELDS.

The estimated yield and production of by-products from slaughter under federal inspection during January, 1928, are reported, with comparisons, by the U. S. Department of Agriculture, as follows:

Class	Average wt. per animal		Per cent of live weight		Production				
	to Nov. 1, 1926, to Oct. 31, 1927	Nov., 1927	to Nov. 1, 1926, to Oct. 31, 1927	Nov., 1927	to Nov. 1, 1926, to Oct. 31, 1927	Nov. 5-yr. average	Nov., 1928	Per cent	Nov., 1927 in of average
	Lbs.	Lbs.	P.ct.	P.ct.	1,000 lbs.	1,000 lbs.	1,000 lbs.	1,000 lbs.	P.ct.
Edible beef fat ¹	35.12	35.90	3.71	3.81	331,694	30,254	29,113	25,335	83.74
Edible beef offal.....	28.64	28.59	3.03	3.08	270,149	22,327	22,803	20,459	81.63
Cattle hides	64.75	65.46	6.84	6.96	616,100	53,593	52,687	46,549	88.91
Edible calf fat ¹	1.32	1.53	0.75	0.91	6,394	474	427	585	123.42
Edible calf offal.....	6.67	6.05	3.78	3.59	32,487	2,571	2,568	2,312	89.93
Lard ²	35.81	34.58	15.36	15.50	1,556,747	185,037	164,592	190,567	102.97
Edible hog offal.....	6.37	6.16	2.73	2.74	277,305	26,676	27,805	33,653	126.15
Pork trimmings	13.17	12.50	5.64	5.60	376,781	32,851	36,105	68,782	180.14
Inedible hog grease ² ...	2.84	2.63	1.22	1.17	124,266	14,938	11,871	14,410	96.47
Sheep edible fat ¹	2.15	2.28	2.64	2.61	27,607	2,772	2,830	2,621	94.55
Sheep edible offal.....	2.00	2.13	2.44	2.44	25,653	1,967	2,349	2,448	124.45

¹ Unrendered. ² Rendered.



Linking the Market with the Best in Mechanical Refrigeration

For 46 Years FRICK Refrigeration has been used by Meat Markets, Packers, and Butchers.

FRICK is the pioneer in the refrigerating industry, and has continuously been the standard for efficient and durable equipment.

Write for Ice and Frost Bulletins, and tell us your requirements.



Frick Machines are made to suit any available power requirement.

F. C. ROGERS

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Ninth & Noble Streets

New York Office
New York Produce Exchange

*The Davidson
Commission
Co.*

Packing House Products

Oldest Brokers in Our Line

Tallow, Grease, Provisions, Oils
Tankage, Bones, Cracklings, Hog Hair
Carcass Beef—F. S. Lard—Green Pork
Boneless Beef—Ref. Lard—Cured Pork
Quick Reliable Service Guaranteed
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Export *Packing House Products* Domestic

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Member New York Produce Exchange

Cable Address: "Jonburns"

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Provisions, Oils, Greases and Tallows

Offerings Solicited

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BEEF
PROVISIONS
PACKING HOUSE PRODUCTS
TALLOW, GREASES, OILS



ALL CODES

140 WEST VAN BUREN ST.
CHICAGO, ILL.

J. C. Wood - Robt. Burrows



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Cash Provisions—Beef—Etc

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Members Chicago Board of Trade

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Packing Plants, Cold Storage, Car Iceing

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Chicago, Ill.

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L. V. ESTES INCORPORATED

Industrial Engineers

Specializing in WASTE ELIMINATION and LABOR COST
REDUCTION without Red Tape

4753 Broadway

Chicago

We specialize in taking care of the requirements of buyers located all over the United States and Canada. Offerings telegraphed promptly on receipt of inquiries.

On request, our complete provision, fresh meat, packinhouse products, tallow and grease daily market quotation sheets will be mailed to any member of the trade free of charge; also our periodical market reports.

Chicago Section

Frank Kohrs, secretary and treasurer of the Kohrs Packing Co., Davenport, Ia., transacted business in Chicago this week.

F. B. Cooper, of F. B. Cooper & Co., brokers, New York City, was a Chicago visitor during the early part of the week.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 21,290 cattle, 13,777 calves, 44,355 hogs and 26,048 sheep.

Jay E. Decker, president of Jacob E. Decker & Sons Co., Mason City, Ia., was a business visitor in Chicago for a day during the middle of the week.

Barney Odell, well-known in the provision trade, will become general manager of the Fulton Market branch of the Agar Packing and Provision Co., beginning April 16.

R. S. Solinsky, district sales manager of the Continental Can Company, Inc., Chicago, recently returned from a business trip to Denver and other Western points. He reports business conditions look very bright.

J. J. Ring, veteran provision broker of St. Louis, Mo., took occasion on a recent business visit to the city to call on many friends and business associates. Mr. Ring is probably the oldest broker in active service in the industry.

Provision shipments from Chicago, for the week ending Mar. 31, 1928, with comparisons, are reported as follows:

	Last wk.	Prev. wk.	1927.
Cured meats, lbs.	16,692,000	19,549,000	14,918,000
Fresh meats, lbs.	28,588,000	40,966,000	42,368,000
Lard, lbs.	7,131,000	8,355,000	12,271,000

About \$1,000 in cash was secured by burglars from the plant of the Mutual Sausage Co. one night last week. Entrance was gained through a coal chute, five employees of the company bound and the combination knocked off the safe. The day's collections were also taken from two drivers. Hard luck, Bill!

The weather suddenly warmed up the latter part of the week. The cause of the temperature rise was discovered when Sam Stretch, the spice man, hove in sight from New York on one of his occasional visits to the West. Sam says they are still eating sausage whenever he goes—but it must be good sausage!

W. C. Summers, for the past eight years manager of Armour and Company, Ft. Worth, Tex., and who recently resigned on account of ill health, died at his home in Ft. Worth on April 10. He was one of the oldest department heads in the Armour organization and had spent many years in the firm's service in the Eastern states and abroad.

NUCKOLLS ELECTS OFFICERS.

Directors of the Nuckolls Packing Co., Pueblo, Colo., this week elected the following officers: President and treasurer, Mrs. G. H. Nuckolls; vice president and general manager, R. R. Pinkney; second vice president, D. V. Nuckolls; secretary, L. D. Harper.

Following the death of G. Harvey Nuckolls the direction of the interests of this big concern was taken over by the widow, Mrs. Virginia Wallis Nuckolls, assisted by manager R. R. Pinkney. Mrs. Nuckolls is actively interested in the work, and gives it her personal attention.

A. L. Smith, one of the best-known operating men of the Middle West, formerly superintendent of the Western Packing & Provision Co., Chicago, has assumed the duties of superintendent of the Nuckolls plant. General Manager Pinkney was formerly a sales executive in one of the large packer organizations, and was with G. H. Nuckolls for some time before the death of the latter.

HE HOOKS UP WITH PADDY.

Announcement was made this week that Victor H. Munnecke, former vice-president of Armour and Company in charge of their beef business, has acquired a substantial interest in the P. Brennan Company, Chicago packers, and will be active in its business and management.

For a number of years this company has been carrying on a successful business under the direction and management of Patrick Brennan, who is especially well known in the pork and

provision trade. The general offices and plant are located at 3927 to 3943 South Halsted street, on the Chicago Junction Railway, and their proximity to the yards gives proper facilities for the delivery of livestock.

The business will be confined to hog killing and pork operations for the present, but it is indicated that other lines may be developed later. "Vic" Munnecke has been recognized for many years as an authority in the beef trade, as "Paddy" Brennan has in provisions.

INSTITUTE IN NEW OFFICES.

Beginning next week the headquarters of the Institute of American Meat Packers will be located at 506 South Wabash ave., Chicago, on the sixth floor of the new Congress Bank building. This is directly across the street from the present offices of the Institute. The new quarters are spacious and adequate, and will afford improved facilities for the constantly growing work of the organization.

W. G. HASSELL IN HOSPITAL.

William G. Hassell, president of the Chicago Butchers' Calfskin Association, following a nervous breakdown, entered a hospital in Rochester, Minn., recently. Last reports stated that he was getting along nicely but probably would remain for another week. During Mr. Hassell's absence the affairs of the association are being taken care of by Max Pusch.

BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughters under federal and city inspection for the week ended April 7, 1928, with comparisons are officially reported as follows:

	Week ending April 7.	Prev. week.	Cor. week. 1927.
Western dressed meats:			
Steers, carcasses	1,759	1,909	2,857
Cows, carcasses	1,959	1,994	2,494
Bulls, carcasses	60	40	42
Veals, carcasses	1,414	2,207	1,382
Lambs, carcasses	12,505	10,670	12,009
Mutton, carcasses	198	456	309
Pork, lbs.	495,849	411,844	524,129
Local slaughters:			
Cattle	1,140	1,118	1,340
Calves	3,432	3,735	3,250
Hogs	10,550	14,634	11,140
Sheep	2,451	3,249	3,950

Formula for New Meat Product

Expert in the manufacture of ready to serve meats and sausages has an entirely new product which is a real seller, shows good margin and will comply with B. A. I. regulations. Will sell the formula to one good house in each large center, and where necessary, will spend short time to instruct in its manufacture. Palframan Food Products Co., 115 Brock St., Kingston, Ontario, Can.



VICTOR H. MUNNECKE.

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY
MARKET SERVICE

CASH PRICES.

Based on Actual Carlot Trading, Thursday,
April 12, 1928.

Regular Hams.	
Green.	16%
8-10	16%
10-12	16%
12-14	15%
14-16	15%
16-18	15%
18-20	15%
20-22	15%
22-24	15%
24-26	15%
26-28	15%
28-30	15%
30-32	15%

S. P. Boiled Hams.

H. Run.	
16-18	14
18-20	14
20-22	13 1/2

Skinned Hams.

Green.	
10-14	15%
14-16	15%
16-18	15%
18-20	15%
20-22	15%
22-24	14%
24-26	14%
26-28	13%
28-30	13%

Picnics.

Green.	
4-6	9%
6-8	9%
8-10	9%
10-12	8%
12-14	8%

Bellies.*

Green.	
6-8	16%
8-10	16%
10-12	15%
12-14	15%
14-16	14%
16-18	14%
18-20	13%

*Square Cut and Seedless.

D. S. Bellies.*

Clear.	
14-16	13 1/2
16-18	13 1/2
18-20	12 1/2
20-22	12 1/2
22-24	12 1/2
24-26	12 1/2
26-28	12 1/2
28-30	12 1/2
30-32	12 1/2
32-34	12 1/2
34-36	12 1/2
36-38	12 1/2
38-40	12 1/2

*Fully Cured.

D. S. Fat Backs.

8-10	9
10-12	9
12-14	9
14-16	10
16-18	11
18-20	11 1/2
20-22	12 1/2

D. S. Rough Ribs.

45-50	11.50
50-55	11.25
55-60	11.00
60-65	10.75

Other D. S. Meats.

Extra Short Clears.	35-45
Extra Short Ribs.	35-45
Regular Plates.	6-8
Clear Plates.	4-6
Jowl Butts.	8 @ 8 1/2

Lard.

Prime steam	11.60
Prime steam loose.	10.72 1/2

FUTURE PRICES.

Official Board of Trade Range of Prices.

SATURDAY, APRIL 7, 1928.

	Open.	High.	Low.	Close.
LARD—				
May	11.72 1/2	11.77 1/2	11.72 1/2	11.77 1/2
July	12.02 1/2	12.07 1/2	12.02 1/2	12.05
Sept.	12.05	12.35	12.30	12.35
CLEAR BELLIES—				
May	12.75	12.77 1/2	12.75	12.77 1/2
July	13.05	13.10	13.05	13.10
Sept.	13.42 1/2	13.42 1/2	13.40	13.40
SHORT RIBS—				
May	11.50			11.50
July				11.77 1/2
Sept.				12.05

MONDAY, APRIL 9, 1928.

	Open.	High.	Low.	Close.
LARD—				
April	11.82 1/2	11.82 1/2	11.77 1/2	11.65n
May	11.82 1/2	11.82 1/2	11.77 1/2	11.80ax
July	12.12 1/2	12.12 1/2	12.07 1/2	12.10
Sept.	12.42 1/2	12.42 1/2	12.37 1/2	12.40
Oct.	12.52 1/2	12.52 1/2	12.45	12.50
CLEAR BELLIES—				
May	12.85	12.85	12.85	12.85b
July	13.15	13.15	13.15	13.15
Sept.	13.47 1/2	13.47 1/2	13.47 1/2	13.47 1/2b
SHORT RIBS—				
May	11.50			11.50b
July				11.77 1/2n
Sept.				12.05ax

TUESDAY, APRIL 10, 1928.

	Open.	High.	Low.	Close.
LARD—				
April	11.82 1/2	11.82 1/2	11.75	11.62 1/2n
May	11.82 1/2	11.82 1/2	11.75	11.75ax
July	12.12 1/2	12.12 1/2	12.05	12.07 1/2ax
Sept.	12.42 1/2	12.42 1/2	12.35	12.35b
Oct.	12.45	12.45	12.45	12.45ax
CLEAR BELLIES—				
May	12.85	12.85	12.82 1/2	12.82 1/2ax
July	13.12 1/2	13.12 1/2	13.12 1/2	13.12 1/2b
Sept.	13.47 1/2	13.47 1/2	13.45	13.45ax
SHORT RIBS—				
May	11.75	11.75	11.72 1/2	11.50b
July				11.72 1/2ax
Sept.				12.00ax

WEDNESDAY, APRIL 11, 1928.

	Open.	High.	Low.	Close.
LARD—				
April	11.77 1/2	11.80	11.77 1/2	11.65ax
May	11.77 1/2	11.80	11.77 1/2	11.80ax
July	12.05	12.10	12.05	12.10ax
Sept.	12.37 1/2	12.40	12.35	12.40ax
Oct.	12.47 1/2	12.50	12.45	12.50
CLEAR BELLIES—				
May	12.75	12.80	12.75	12.75
July	13.10	13.10	13.10	13.10b
Sept.	13.45	13.45	13.45	13.45b
SHORT RIBS—				
May	11.75	11.75	11.75	11.50b
July	11.75	11.75	11.75	11.75
Sept.	12.05	12.05	12.05	12.05

THURSDAY, APRIL 12, 1928.

	Open.	High.	Low.	Close.
LARD—				
April	11.80	11.82 1/2	11.77 1/2	11.62 1/2ax
May	11.80	11.82 1/2	11.77 1/2	11.77 1/2
July	12.10	12.12 1/2	12.07 1/2	12.07 1/2
Sept.	12.37 1/2	12.42 1/2	12.37 1/2	12.37 1/2ax
Oct.	12.52 1/2	12.52 1/2	12.47 1/2	12.47 1/2ax
CLEAR BELLIES—				
May	12.75	12.75	12.75	12.75ax
July	13.10	13.10	13.10	13.10n
Sept.	13.45	13.45	13.42 1/2	13.42 1/2
SHORT RIBS—				
May	11.50	11.50	11.50	11.50
July	11.75	11.75	11.75	11.75ax
Sept.	12.05	12.05	12.05	12.05ax

FRIDAY, APRIL 13, 1928.

	Open.	High.	Low.	Close.
LARD—				
Apr.	11.77 1/2	11.77 1/2	11.60	11.55n
May	11.77 1/2	11.77 1/2	11.60	11.67 1/2b
July	12.10	12.10	11.90	12.00ax
Sept.	12.37 1/2	12.37 1/2	11.77 1/2	12.27 1/2b
Oct.	12.37 1/2	12.37 1/2	12.27 1/2	12.35b
CLEAR BELLIES—				
May	12.72 1/2-75	12.72 1/2-75	12.70	12.70
July	13.10	13.10	13.05	13.05
Sept.	13.37 1/2	13.37 1/2	13.35 1/2	13.37 1/2
SHORT RIBS—				
May	11.45	11.45	11.35	11.35
July	11.70	11.70	11.62 1/2	11.62 1/2
Sept.	11.95	11.95	11.90	11.90b

CHICAGO RETAIL FRESH MEATS

Beef.

	Week ended Apr. 11.			Cor. wk., 1927.		
	No. 1.	No. 2.	No. 3.	No. 1.	No. 2.	No. 3.
Rib roast, hvy. end.	35	22	16	25	22	12
Rib roast, lt. end.	45	28	20	36	28	20
Chuck roast	26	20	14	22	18	14
Steaks, round	45	30	20	40	30	20
Steaks, sirloin 1st cut	60	40	22	40	32	22
Steaks, porterh.	75	45	29	50	37	25
Steaks, flank	28	25	18	28	25	18
Beef stew, chuck	20	18	12½	20	18	12½
Corned briskets, boneless	24	22	18	24	22	18
Corned plates	16	12	10	16	12	10
Corned rumps, bnls.	25	22	18	25	22	18

Lamb.

	Good.	Com.	Good.	Com.
Hindquarters	35	25	45	25
Legs	38	30	45	30
Stews	25	15	20	15
Chops, shoulder	25	20	25	20
Chops, rib and loin	55	25	45	25

Mutton.

Legs	26	26	..
Stew	10	..	10
Shoulders	16	..	16
Chops, rib and loin	35	..	35

Pork.

Loin, 8@10 av.	22 @ 24	28 @ 30
Loin, 10@12 av.	20 @ 23	25 @ 27
Loin, 12@14 av.	19 @ 20	24 @ 26
Loin, 14 and over.	16 @ 17	24 @ 26
Chops	25 @ 30	28 @ 32
Shoulders	15 @ 16	22 @ 22
Butts	@ 18	@ 26
Spareribs	@ 14	@ 21
Hocks	@ 14	@ 14
Leaf lard, raw	@ 12 1/2	@ 15

Veal.

Hindquarters	25 @ 35	32 @ 38
Forequarters	15 @ 22	18 @ 24
Legs	25 @ 35	32 @ 36
Breasts	12 @ 16	14 @ 18
Shoulders	15 @ 25	12 @ 24
Cutlets	@ 40	@ 40
Rib and loin chops	@ 48	@ 55

Butchers' Offal.

Suet	@ 5 1/2	@ 6
Shop fat	@ 3	@ 3
Bone, per 100 lbs.	@ 50	@ 50
Calf skins	@ 22	@ 13
Kips	@ 21	@ 12
Deacons	@ 12	@ 12

SALT FOR CURING CALFSKINS.

A study of all kinds of salt used in the curing of calfskins is being made by the Leather Research Laboratory of the U. S. Bureau of Standards, of which R. C. Bowker is in charge. An early report on this study is expected.

CURING MATERIALS.

	Bbls. Backs.
Nitrite of Soda, l. c. l. Chicago	9%
Double refined saltpetre, gran. l. c. l.	6%
Crystals	8
Double refined nitrate of soda, f. o. b. N. Y. S. S., carloads	3%
Less than carloads, granulated	4 1/2
Crystals	5 1/2
Keps, 100@200 lbs., 1c more	
Boric acid, in carloads, powdered, in bbls.	8%
Crystals to powdered, in bbls., in 5-ton lots or more	9%
In bbls. in less than 5-ton lots	8 1/2
Borax, carloads, powdered, in bbls.	5
In ton lots, gran. or powdered, in bbls.	5
Salt—	
Granulated, car lots, per ton, f. o. b. Chicago bulk	\$8.00
Medium, car lots, per ton, f. o. b. Chicago, bulk	\$8.10
Rock, carlots, per ton, f. o. b. Chicago	\$10
Sugar—	
Raw sugar, 96 basis, f. o. b. New Orleans	@ 4.5
Second sugar, 90 basis	None
Syrup, testing 63 and 65 combined sucrose and invert, New York	@ 40
Standard granulated f. o. b. refiners (2%)	@ 6.00
Packers' curing sugar, 100 lb. bags, f. o. b. Reserve, La., less 2%	@ 5.50
Packers' curing sugar, 250 lb. bags, f. o. b. Reserve, La., less 2%	@ 5.40

PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET
CHICAGO, ILL.

April 14, 1928.

THE NATIONAL PROVISIONER

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CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

Week ending Apr. 11, 1928.	Cor. week, 1927.
Prime native steers.....21 @22	18 @19
Good native steers.....19 @21	16 @18
Medium steers.....17 @18	14 @16
Hefers, good.....17 @22	13 @18
Cows.....13 @17	10 1/2 @15
Hind quarters, choice.....26 @27	20 @22
Fore quarters, choice.....17 @18	16 @18

Beef Cuts.

Steer Loins, No. 1.....@44	@41
Steer Loins, No. 2.....@37	@38
Steer Short Loins, No. 1.....@57	@52
Steer Short Loins, No. 2.....@44	@47
Steer Loin Ends (hips).....@32	@29
Steer Loin Ends, No. 2.....@31	@28
Cow Loins.....@28	@22
Cow Short Loins.....@35	@27
Cow Loin Ends (hips).....@30	@25
Steer Ribs, No. 1.....@29	@25
Steer Ribs, No. 2.....@28	@24
Cow Ribs, No. 1.....@18	@18
Cow Ribs, No. 2.....@21	@18
Cow Ribs, No. 3.....@15	@13
Steer Rounds, No. 1.....20 1/2 @21	15 @15 1/2
Steer Chucks, No. 1.....20 @20 1/2	13 1/2 @14 1/2
Steer Chucks, No. 2.....@17	11 1/2 @12 1/2
Cow Rounds.....@17 1/2	@14 1/2
Cow Chucks.....@13	@12 1/2
Steer Plates.....@13 1/2	@10
Medium Plates.....@13 1/2	@10
Briskets, No. 1.....@22	@16
Briskets, No. 2.....@13	@9
Steer Navel Ends.....@11 1/2	@9
Cow Navel Ends.....@9	@8 1/2
Fore Shanks.....@9	@7 1/2
Hind Shanks.....@25	@21
Balls.....@60	@48
Strip Loins, No. 1, bbls.....@55	@40
Strip Loins, No. 2.....@40	@32
Steer Butts, No. 1.....@30	@25
Steer Butts, No. 2.....@25	@20
Beef Tenderloins, No. 1.....@25	@18
Beef Tenderloins, No. 2.....@22	@15
Rump Butts.....@22	@18
Flank Steaks.....@16	@15
Shoulder Clods.....@17	@10
Hanging Tenderloins.....@17	@10

Beef Products.

Brains (per lb.).....@10	11 @12
Hearts.....@8	@8
Tongues, @45.....@30	22 @29
Sweetbreads.....@40	@40
Ox-Tail, per lb.....@15	9 @8
Beef Tripe, plain.....@6	@6
Beef Tripe, H. C.....7 1/2 @8	@7 1/2
Livers.....21 @23	10 @14
Kidneys, per lb.....@12	@10 1/2

Veal.

Choice Carcass.....@20	@22
Good Carcass.....@15	@20
Good Saddles.....@22	@30
Good Backs.....@12	@16
Medium Backs.....@11	@12 1/2

Veal Products.

Brains, each.....@12	13 @14
Sweetbreads.....@80	@65
Calf Livers.....58 @60	@45

Lamb.

Choice Lambs.....@33	30 @33
Medium Lambs.....@30	28 @30
Choice Saddles.....@34	@35
Medium Saddles.....@32	@33
Choice Pores.....@33	@33
Medium Pores.....@31	@32
Lamb Fries, per lb.....@33	@32
Lamb Tongues, each.....@15	@13
Lamb Kidneys, per lb.....@30	@25

Mutton.

Heavy Sheep.....@16	@18
Light Sheep.....16 @18	@19
Heavy Saddles.....@16	@20
Light Saddles.....@20	@22
Heavy Fores.....@14	@18
Light Fores.....@14	@16
Mutton Legs.....@23	@25
Mutton Loins.....@20	@20
Mutton Stew.....@12	@14
Sheep Tongues, each.....@15	@13
Sheep Heads, each.....@10	@10

Fresh Pork, Etc.

Pork Loins, 8@10 lbs. av.19 @20	25 @26
Casas.....@11	@12
Skinned Shoulders.....11 1/2 @12	16 @17
Tenderloins.....@50	55 @58
Spare Ribs.....9 @11	14 @15
Leaf Lard.....11 @11 1/2	@13
Back Fat.....@11	13 @14
Pork Butts.....15 @16	@21
Hocks.....@10	@17
Tails.....9 @10	@15
Neck Bones.....3 @4	4 1/2 @5 1/2
Slip Bones.....@9	@9
Blade Bones.....9 @10	14 @15
Pigs' Feet.....4 1/2 @5	@6
Kidneys, per lb.....@7	8 @9
Livers.....5 1/2 @6	5 1/2 @6
Brains.....@14	@15
Ears.....@5	@9
Snouts.....@7	8 @9
Heads.....@8	@10

DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. carton.....@26	@26
Country style sausage, fresh in link.....@19	@19
Country style sausage, fresh in bulk.....@17	@17
Mixed sausage, fresh in bulk.....@22	@22
Frankfurts in sheep casings.....@22	@22
Frankfurts in hog casings.....@21	@21
Bologna in beef bungs, choice.....@16 1/2	@16 1/2
Bologna in cloth, paraffined, choice.....@15	@15
Bologna in beef middles, choice.....@17	@17
Liver sausage in hog bungs.....@24	@24
Liver sausage in beef rounds.....@12	@12
Head Cheese.....@15	@15
New England luncheon specialty.....@23	@23
Mixed luncheon specialty.....@18	@18
Tongue sausage.....@22	@22
Blood sausage.....@17	@17
Polish sausage.....@15	@15
Souse.....@15	@15

DRY SAUSAGE.

Cervelat, choice, in hog bungs.....@50	@50
Thuringer Cervelat.....@25	@25
Farmer.....@29	@29
Holsteiner.....@27	@27
B. C. Salami, choice.....@47	@47
Milano Salami, choice, in hog bungs.....@48	@48
B. C. Salami, new condition.....@24	@24
Frisses, choice, in hog middles.....@54	@54
Genoa style Salami.....@37	@37
Pepperoni.....@25	@25
Mortadella, new condition.....@49	@49
Capicoll.....@38	@38
Italian style hams.....@53	@53
Virginia hams.....@16	@16

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.....\$6.50	
Large tins, 1 to crate.....7.50	
Frankfurt style sausage in sheep casings	
Small tins, 2 to crate.....8.00	
Large tins, 1 to crate.....9.00	
Frankfurt style sausage in pork casings—	
Small tins, 2 to crate.....7.50	
Large tins, 1 to crate.....8.50	
Smoked link sausage in pork casings—	
Small tins, 2 to crate.....7.00	
Large tins, 1 to crate.....8.00	

SAUSAGE MATERIALS.

Regular pork trimmings.....10 @10 1/2	@10 1/2
Special lean pork trimmings.....12 1/2 @13	@13
Extra lean pork trimmings.....13 1/2 @14	@14
Neck bone trimmings.....11 @11 1/2	@11 1/2
Pork cheek meat.....@10	@10
Pork hearts.....5 1/2 @6	@6
Native boneless bull meat (heavy).....@15 1/2	@15 1/2
Boneless chucks.....@15	@15
Shank meat.....@13	@13
Beef trimmings.....@12	@12
Beef hearts.....6 1/2 @7	@7
Beef cheeks (trimmed).....@9 1/2	@9 1/2
Dressed canners, 300 lbs. and up.....@11 1/2	@11 1/2
Dressed canners, 350 lbs. and up.....@11 1/2	@11 1/2
Dr. bologna bulls, 500@700 lbs.....@12 1/2	@12 1/2
Cured pork tongues (trim, trim).....3 1/2 @3 3/4	@3 3/4
(These are prices to wholesalers, on material	
packed in new black barrels for shipment.)	

SAUSAGE CASINGS.

(F. O. B. CHICAGO)

Beef Casings:	
Domestic round, 180 pack.....@35	@35
Domestic round, 140 pack.....@42	@42
Wide export rounds.....@50	@50
Medium export rounds.....@45	@45
Narrow export rounds.....@53	@53
No. 1 weasands.....14 @15	@15
No. 2 weasands.....@7	@7
No. 1 domestic bungs.....25 @28	@28
No. 2 bungs.....@18	@18
Regular middles.....@1.15	@1.15
Selected wide middles.....@2.50	@2.50
Dried bladders:	
12/15.....@2.50	@2.50
10/12.....@2.00	@2.00
8/10.....@1.50	@1.50
Hog Casings:	
Narrow, per 100 yds.....@3.25	@3.25
Narrow, med., per 100 yds.....2.50 @2.65	@2.65
Medium, per 100 yds.....1.50 @1.75	@1.75
Wide, per 100 yds.....@1.30	@1.30
Export bungs.....@.35	@.35
Large prime bungs......25 @.26	@.26
Medium prime bungs......15 @.16	@.16
Small prime bungs......9 @.10	@.10
Middles.....@.18	@.18
Stomachs......00 @.08	@.08

Quotations for large lots. Smaller quantities at usual advance.

VINEGAR PICKLED PRODUCTS.	
Regular tripe, 200-lb. bbl.....\$14.00	
Honeycomb tripe, 200-lb. bbl.....18.00	
Pocket honeycomb tripe, 200-lb. bbl.....18.00	
Pork feet, 200-lb. bbl.....17.50	
Pork tongues, 200-lb. bbl.....63.00	
Lamb tongues, long cut, 200-lb. bbl.....42.00	
Lamb tongues, short cut, 200-lb. bbl.....51.00	

BARELEED PORK AND BEEF.

Mess pork, regular.....27.50	
Family back pork, 20 to 34 pieces.....27.00	
Family back pork, 35 to 45 pieces.....30.00	
Clear back pork, 40 to 50 pieces.....24.50	
Clear plate pork, 25 to 35 pieces.....19.50	
Brisket pork.....20.00	
Bean pork.....19.00	
Plate beef.....29.00	
Extra plate beef, 200 lb. bbls.....30.00	

COOPERAGE.

Ash pork barrels, black iron hoops.....\$1.80	@1.82 1/2
Oak pork barrels, black iron hoops.....1.82 1/2 @1.87 1/2	@1.87 1/2
Ash pork barrels, galv. iron hoops.....1.80	@1.82 1/2
White oak ham tierces.....@3.30	
Red oak lard tierces.....2.37 1/2 @2.40	@2.40
White oak lard tierces.....2.57 1/2 @2.60	@2.60

OLEOMARGARINE.

Highest grade natural color animal fat	
margarine in 1 lb. cartons, rolls or	
prints, f.o.b. Chicago.....@23	@23
White animal fat margarine in 1 lb.	
cartons, rolls or prints, f.o.b. Chicago.....@20 1/2	@20 1/2
Nut, 1 lb. cartons, f.o.b. Chicago.....@17	@17
(30 and 60 lb. solid packed tubs,	
1c per lb. less.)	
Pastry, 60-lb. tubs, f.o.b. Chicago.....@15	@15

DRY SALT MEATS.

Extra short clears.....@12	@12
Extra short ribs.....@12	@12
Short clear middles, 60-lb. avg.....@11 1/2	@11 1/2
Clear bellies, 18@20 lbs.....@12 1/2	@12 1/2
Clear bellies, 14@16 lbs.....@13 1/2	@13 1/2
Rib bellies, 20@25 lbs.....@12 1/2	@12 1/2
Rib bellies, 25@30 lbs.....@12 1/2	@12 1/2
Fat backs, 10@12 lbs.....@9 1/2	@9 1/2
Fat backs, 14@16 lbs.....@10 1/2	@10 1/2
Regular plates.....@8 1/2	@8 1/2
Butts.....@8 1/2	@8 1/2

WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14@16 lbs.....@21	@21
Fancy skd. hams.....@22 1/2	@22 1/2
Standard reg. hams, 14@16 lbs.....@20 1/2	@20 1/2
Standard skd. hams, 12@16 lbs.....@22	@22
Picnics, 4@8 lbs.....15 1/2 @16	@16
Fancy bacon, 6@8 lbs.....@20	@20
Standard bacon, 6@8 lbs.....@25	@25
Fancy bacon strips, 6@7 lbs.....@22 1/2	@22 1/2
Cooked hams, choice, skin on, fattened.....@30	@30
Cooked hams, choice, skinned, fattened.....@31	@31
Cooked hams, choice, skinned, fattened.....@34	@34
Cooked picnics, skin on, fattened.....@25	@25
Cooked picnics, skinned, fattened.....@25	@25
Cooked loin roll, smoked.....@35	@35

ANIMAL OILS.

Prime lard oil.....@15 1/2	@15 1/2
Extra winter strained.....@12 1/2	@12 1/2
Extra lard oil.....@11 1/2	@11 1/2
Extra No. 1 lard.....@11 1/2	@11 1/2
No. 1 lard oil.....@11	@11
No. 2 lard oil.....@10 1/2	@10 1/2
Acidless tallow oil.....@10 1/2	@10 1/2
Pure neatfoot oil.....@15	@15
Extra neatfoot oil.....@11 1/2	@11 1/2
No. 1 neatfoot oil.....@11 1/2	@11 1/2
20 deg. CT neatfoot oil.....@17 1/2	@17 1/2

LARD (Unrefined).

Prime steam, cash tierces.....@11.00	@11.00
Prime steam, loose.....@10.72	@10.72
Leaf, raw.....@10.25	@10.25
Neutral lard.....12.75 @13.00	@13.00

LARD (Refined).

Pure lard, kettle rendered, per lb.....@11.50	@11.50
Pure lard, tierces.....11 1/2 @11 1/2	@11 1/2
Compound.....@12.00	@12.00

OLEO OIL AND STEARINE.

Oleo oil, extra, in tierces.....@14	@14
Oleo stocks.....12 1/2 @12 1/2	@12 1/2
Prime No. 1 oleo oil.....12 1/2 @12 1/2	@12 1/2
Prime No. 2 oleo oil.....11 1/2 @12	@12
No. 3 oleo oil.....8 @10	@10
Prime oleo stearine, edible.....10 @11	@11

TALLOW AND GREASES.

Edible tallow, under 1% acid, 45 titre, 9 1/2 @9 1/2	@9 1/2
Prime packers tallow.....@8 1/2	@8 1/2
No. 1 tallow, 10% f.f.a.....8 1/2 @8 1/2	@8 1/2
No. 2 tallow, 40% f.f.a.....@7	@7
B-White grease, mag. 3% acid.....@7 1/2	@7 1/2
Yellow grease, 10-15 f.f.a.....@7 1/2	@7 1/2
Brown grease, 40% f.f.a.....@7 1/2	@7 1/2

VEGETABLE OILS.

Crude cottonseed oil in tanks, f.o.b.	
Valley points, nom., prompt.....8 1/2 @8 1/2	@8 1/2
White, deodorized in bbls., c.a.f. Chgo.10 1/2 @10 1/2	@10 1/2
Yellow, deodorized in bbls.....10 1/2 @10 1/2	@10 1/2
Soap stock, 50% f.f.a., f.o.b. Chgo.....@8	@8
Corn oil, in tanks, f.o.b. mpls.....8 1/2 @9	@9
Soya bean, seller's tank, f.o.b. coast. 8 1/2 @9 1/2	@9 1/2
Cocanut oil seller's tanks, f.o.b. coast. 8 1/2 @8 1/2	@8 1/2
Refined in bbls., c.a.f., Chicago, nom., 10% @10 1/2	@10 1/2

FERTILIZERS.

Blood, unground and ground.....\$4.50 @4.60	@4.60
Hooftmeal.....@3.50	@3.50
Ground fertilizer tankage, 10%.....4.00 @4.25	@4.25
Ground fertilizer tankage, 6 to 9%.....4.00 @4.25	@4.25
Ground raw bone, per ton.....30.00 @32.00	@32.00
Ground steam bone, per ton.....28.00 @30.00	@30.00
Unground steam bone, per ton.....28.00 @28.00	@28.00
Unground bone tankage, per ton.....23.00 @25.00	@25.00

HORNS, HOFS AND BONES.

No. 1 horns, 75 lb. average per ton.....\$185.00 @200.00	@200.00
No. 2 horns, 40 lb. average, per ton.....125.00 @135.00	@135.00
No. 3 horns.....70.00 @80.00	@80.00
Hoofs, black and striped.....38.00 @45.00	@45.00
Hoofs, white.....75.00 @80.00	@80.00
Round shin bones, heels.....80.00 @90.00	@90.00
Round shin bones, lights and med.....55.00 @65.00	@65.00
Heavy flats.....55.00 @65.00	@65.00
Light flats.....47.50 @55.00	@55.00
Thigh bones, heavies.....90.00 @100.00	@100.00
Thigh bones, light and med.....85.00 @90.00	@90.00
Buttock bones.....50.00 @55.00	@55.00

Retail Section

Facts for the Retailer He Must Have Them to Conduct His Business Properly

In common with other business men, the meat retailer is learning that he can't do business and make money on a guessing basis.

He must have certain basic facts to serve as a guide in his weekly operations, chief among which is a knowledge of costs.

That is why meat dealers are taking an interest in educational work such as cutting demonstrations and meat classes. They realize they must know how to figure.

Big organizations can afford their own specialists to figure these things out, and to obtain necessary information. The small retailer has no such advantage.

Here is where the trade association and government assistance come in.

Service for Small Retailer.

Knowing that approximately three-quarters of all the retailers in the United States are what is generally called small business men, the U. S. Department of Commerce, under Secretary Herbert Hoover, has for some years been gathering the necessary information so as to function as a service bureau for the individual retailer.

A special section of the Bureau of Foreign and Domestic Commerce takes care of this work. Its job is to gather all possible information of use to retailers, and then make it as easily available as possible.

A prospective retailer in the West, for example, asks for data on the average cost of a meat market; the per cent of profit; salary; rent; light and power costs which prevail in that business. The Department from its mass of information is able to supply the answers wanted, upon which this man can make his decisions.

Again, a resident in a small Ohio town asks the Department for full information on the average wages of clerks. Again, the question is the frequency of turnover among small dealers, the average volume of business and the amount that may rightly be spent for advertising.

Such questions, and many like them, are received monthly by the Department. They are answered from the knowledge gained from work done since the reorganization of the Department by Mr. Hoover.

The information obtained in the preliminary census of distribution undertaken in 1926, the data collected for the weekly and monthly current business releases, and the studies of specific subjects and types of retail business are all coordinated so that there may be available concrete information that is as up-to-date as possible.

Doesn't Know His Selling Costs.

One of the most difficult problems facing the retailer today is in connection with selling costs.

As part of its service to retailers the Domestic Commerce Division, of which Dr. Frank M. Surface, Assistant Director of the Bureau of Foreign & Domestic Commerce, is in charge, has just completed an analysis which is available for retailers. It shows that the average successful dealer today has reached a certain degree of efficiency in the buying of his stock; his merchandise is cleverly displayed and well advertised. When the next process is reached, however—that is, actual selling to the customer—the same degree of efficiency may not be in evidence.

In line with the "elimination of waste" program inaugurated by Mr. Hoover, the Domestic Commerce Divi-

sion recently undertook an analysis of the question of retail selling costs.

This study was recommended by a group of business executives with widely diversified interests, including manufacturers, wholesalers and retail distributors, publishers and advertising agency representatives, who some months ago at the invitation of Secretary Hoover met in Washington. The results, which have just been made public, throw some interesting side-lights on retail sales management.

Idle One-Third of the Time.

In a prominent retail establishment having stores in four large cities it was found that the salesmen were idle one-third of their time. Taking care of stock took up about 17 per cent of the working day, and talking with customers without making sales another 8 per cent. Only 42 per cent of the salesman's time was taken in actual selling.

These figures were based on 1927 business, and represent a slightly more favorable situation than existed two years previous, when the sales force were engaged in selling only 40 per cent of their time.

The importance of this phase of retail merchandising, the report declares, is indicated by the fact that according to United States census figures based on returns from 90,000 retail stores, nearly 13 per cent was paid out in wages for every dollar which came in from selling.

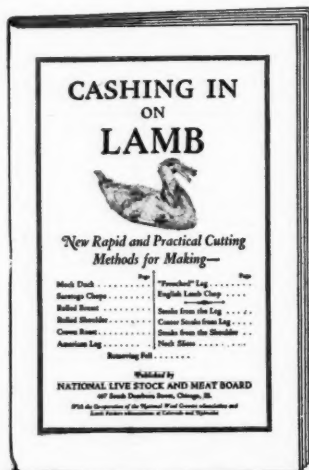
Must Know All the Facts.

The selling problem must be approached from a scientific angle, with an accurate knowledge of all the facts involved. Up until now about the only retail establishments which have attempted to analyze this problem have been the department stores—although it is one which every retail establishment, regardless of type, must eventually face if they are to reduce the present high cost of distribution.

Any substantial advance in retail selling efficiency, it is pointed out, whereby a reduction is effected in the cost of this item of overhead, will prove of advantage not only to the merchant, but in the long run to his employees and customers as well.

PONTIAC DEALERS ORGANIZE.

An association of retail grocers and meat dealers was formed in Pontiac, Mich., during the first week in April. About 50 merchants joined the organization at the organization meeting. Officers were elected as follows: President, A. R. Walters; vice president, M. E. Vackero; secretary, Wilber Clark; treasurer, Harry Grayson; executive committee, Ward Newman, R. A. Teeters, and Mike Shabbse.



BIG DEMAND FOR THIS BOOKLET.

A few weeks ago THE NATIONAL PROVISIONER printed an item concerning a booklet prepared by the National Livestock and Meat Board to aid meat dealers in increasing their sales of lamb. The illustration of the booklet shown here was used.

Requests for thousands of copies of this booklet have been received by THE NATIONAL PROVISIONER since this item appeared. It is apparent that the trade has found this a handy aid to business.

Copies of "Cashing in on Lamb" may be obtained at a cost of 5c each, which is merely the cost of printing. Apply to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill., with remittance of stamps or money.

Tell Us Your Troubles

In this column the retail meat dealer's questions will be answered.
Address your inquiries to Retail Editor,
THE NATIONAL PROVISIONER, Old
Colony Bldg., Chicago.

Does Your Ice Box Drip?

A Western retail meat dealer is having trouble with his ice box.

He finds the condensation on the upper coils drips down and freezes on the lower coils, obstructing the air circulation. He says:

Editor The National Provisioner:

I have a small cooler about 11 ft. wide, 11 feet long and 11 ft. high. The brine coils are located along one side at the top and two holding tanks on the other side at the top. The warm and cold air flues are at the sides.

The drip from the melting frost on the top coils freezes on the lower coils accumulating enough ice to block circulation which causes the cooler to sweat and drip.

Is there any way we can keep the frost and ice off the coils?

Perhaps the simplest means of overcoming the trouble of which the inquirer complains would be to defrost his coils more frequently.

It is possible the cooler may have some leaks. If an unusual amount of frost accumulates on the coils it is an indication that there is too much moisture in the refrigerator. For that reason, even if the cold air flue were put in the center, it would cause more rapid circulation and if there is plenty of moisture the coils will freeze too fast.

Generally in cases of this kind the coils are too close to the ice pan. If these coils could be raised to a minimum of 6 in. above the bunker floor, and have a minimum of 6 in. of space between the ceiling and the coils, it would help to eliminate the trouble.

In other words, there should be as much free circulation space under and above the coils and tank as possible.

If it is not feasible to raise the coils, there might be an arrangement of baffle boards to prevent the warm air from flowing directly over the top coils, but rather force it down and up through the coils, thus using the coils more efficiently in the cooling of the air rather than leaving the bulk of the chilling to be done by the top coils. If this plan is followed the baffle plates should be made as high as possible, yet not too high to cut down the air flow too much.

Call in your architect and get him to tell you how to remedy the defect along the lines suggested.

GETTING THE NEW COMERS.

Housewives like to trade where they feel their patronage is appreciated. And once they start doing business at a store and like the meats and the service they are not quick to change to another.

One retailer in a large city who appreciates this fact believes that an invitation to new comers who move into his neighborhood to use his service is productive of results. Accordingly he keeps in close touch with the real estate men and secures promptly the names of those who are building or who have signed leases.

When the new families move in the retailer gets in touch with them as soon as possible. Sometimes he visits them personally; at other times he calls them on the telephone. He takes up but little of their time, but he does make it plain that he is anxious to serve them. And having secured a trial from them he does his best to please them.

He has followed this practice for several years and is able to keep the patronage of most of those who start with him.

Retail Shop Talk

A TIP ON STORE ARRANGEMENT.

The good merchandiser overlooks no opportunities to make sales, to improve his service and to bring people into his store. He is observing, studies people and their buying habits and is continually on the lookout for new ideas he can adopt with profit in his business.

The managing director of a large chain store has recently made an observation which retail meat dealers can use to advantage. It is that the average individual on entering a store looks first to his right.

This suggests that profitable items selling on appearances should be placed to catch this first glance. In the retail meat store, a case of appetizing provoking ready-to-serve meats, or rather appetizing meat products, should be placed in this position.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, April 12, 1928, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef:				
STEERS (Hvy. Wt., 700 lbs. up):				
Choice	\$20.00@22.00	\$19.50@20.00	\$21.00@22.50	\$22.00@23.00
Good	18.00@20.00	19.00@19.50	19.50@21.50	19.50@21.00
STEERS (Lt. & Med. Wt., 700 lbs. dn.):				
Choice	19.50@21.50		21.00@22.50	22.00@23.00
Good	18.00@19.50	18.50@19.00	19.00@21.50	19.50@21.00
STEERS (All Weights):				
Medium	16.50@18.00	18.00@18.50	18.00@19.50	18.00@19.00
Common	14.50@16.50			
COWS:				
Good	15.00@16.50	18.00@17.00	16.50@18.00	
Medium	14.00@15.00	15.00@16.00	15.50@16.50	15.00@14.00
Common	13.00@14.00	14.50@15.00	14.50@15.50	13.00@14.00
Fresh Veal (1):				
VEALERS:				
Choice	20.00@23.00	21.00@24.00	19.00@22.00	
Good	18.00@20.00	17.00@20.00	17.00@20.00	18.00@22.00
Medium	16.00@18.00	15.00@17.00	15.00@18.00	16.00@19.00
Common	14.00@15.00	13.00@15.00	14.00@16.00	12.00@15.00
CALF CARCASSES (2):				
Choice				
Good				
Medium				
Common				
Fresh Lamb and Mutton:				
SPRING LAMB:				
Good-choice	31.00@34.00	30.00@33.00	32.00@35.00	
Medium	30.00@32.00	28.00@30.00	30.00@32.00	
Common				
LAMB (30-42 lbs.):				
Choice	28.00@29.00	27.00@28.00	27.00@29.00	28.00@30.00
Good	27.00@28.00	26.00@27.00	26.00@28.00	27.00@29.00
LAMB (42-55 lbs.):				
Choice	26.00@28.00	25.00@26.00	25.00@28.00	26.00@28.00
Good	24.00@25.00	24.00@25.00	24.00@26.00	25.00@27.00
LAMB (All Weights):				
Medium	24.00@27.00	23.00@25.00	24.00@25.00	25.00@27.00
Common				
MUTTON (Ewes):				
Good	15.00@17.00	17.00@19.00	16.00@19.00	17.00@18.00
Medium	13.00@15.00	15.00@17.00	14.00@16.00	15.00@17.00
Common	11.00@13.00		12.00@14.00	
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. av.	20.50@22.00	18.50@19.50	17.00@19.00	17.00@19.00
10-12 lbs. av.	20.00@21.50	18.00@19.00	16.00@17.50	16.50@18.00
12-15 lbs. av.	18.50@20.50	16.50@17.50	14.50@16.00	16.00@17.00
15-18 lbs. av.	14.50@16.00	15.50@16.50	14.00@15.50	15.00@16.00
18-22 lbs. av.	14.00@15.00	15.00@16.00	13.00@14.50	14.00@15.00
SHOULDERS:				
N. Y. Style-Skinned	11.00@13.00		11.00@13.00	11.50@13.00
PICNICS:				
4-6 lb. av.		11.50@12.50		
6-8 lb. av.		11.00@12.00		
BUTTS: Boston Style	14.50@16.00		14.00@16.00	15.00@16.00
SPARE RIBS: Half Sheets	10.00@12.00			
TRIMMINGS:				
Regular	9.50@10.50			
Lean	13.50@14.50			

(1) Includes "skin on" at New York and Chicago. (2) Includes sides at Boston and Philadelphia.

New York Section

RETAILERS AND CHAIN STORES.

Members of the National Retail Meat Dealers' Association met in New York City this week at the call of national president Emil Schwartz of Detroit to consider plans for action against chain stores for alleged violation of law in cutting meat prices.

It is the claim of these individual retailers that some chain stores make a practice of price cutting to injure individual competitors, and also indulge in misleading and fraudulent advertising. An effort will be made to get the Federal Trade Commission to hold a hearing on this subject, on the theory that a federal law is being violated.

The retailers who met in New York included leaders of the New York associations, national president Schwartz of Detroit, national secretary John A. Kotal of Chicago, and I. W. Ringer of Seattle, Wash.

A conference was held with Congressman Emanuel Celler, attorney for the retailers, who will arrange the campaign against the chain stores. He advances the novel theory that if it is illegal for packers to retail under the so-called "consent" decree, it also is illegal for the retailers to pack, as he claims some chain stores are doing.

AMONG RETAIL MEAT DEALERS.

The Eastern District Branch, New York State Association of Retail Meat Dealers, held their regular meeting on Tuesday evening of this week, when the principal topic of discussion was co-operative buying.

Plans for the forthcoming ladies' night at Schwaben hall on April 24 are concluded, and a good time is expected.

It was reported that Al Haas, who had undergone a serious operation, is recovering, although slowly.

The old-fashioned costume dance of the Bronx Branch, New York State Association of Retail Meat Dealers, scheduled for Sunday evening, April 22, at Ebling's Casino, will be an opportunity for the members of this branch and their friends to have a real old-fashioned party in the good old-fashioned way. The tickets are \$1.00 per person and the members would be pleased to have the members of the other branches join the merrymaking.

The next meeting of the branch will be on Wednesday, April 18th.

It was reported at the last meeting that Louis Rosenbaum, who had been a member of the branch for twenty years, had passed away in his sleep at his home, 768 Morris Park Avenue.

At a meeting of the state association of retail meat dealers held on Monday evening it was decided to hold the annual convention in New York City the second week of June. The hotel headquarters and other details will be announced later. The subject

of the national convention in Philadelphia next August was also discussed.

The Jamaica Branch held a meeting on Wednesday evening of this week at which there was a large attendance. There was a talk on refrigeration and also food products which are being distributed through the Food Distributors, Inc.

Charles Kramer, president of Kramer Brothers, and his sister, Mrs. Anna Stoff, although not twins celebrated their birthdays on the same day, Friday, April 13th. No bad luck about it, either!

NEW YORK NEWS NOTES.

H. O. Wetmore, general branch manager, Wilson & Company, Chicago, was a visitor to the city this week.

The sympathy of the trade is being extended to Miss Lillian M. Knoeller, secretary to W. A. Lynde, Wilson & Company, New York, on the sudden passing of her father on Good Friday.

Miss Gertrude Clancy, with the John H. Burns Company, is spending Easter week on a trip to Quebec, Canada, Niagara Falls and other points.

Norman Plattje, sales manager of George Kern, Inc., is spending the week at Atlantic City.

E. A. Cudahy, Jr., president of the Cudahy Packing Company, Chicago, with Mrs. Cudahy sailed from New York for Europe on the S.S. Roma Italia America on Friday of this week.

NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughters under federal inspection at New York City, N. Y., are officially reported for the week ending April 7, 1928, with comparisons, as follows:

	Week ending April 7.	Prev. week.	Cor. week. 1927.
Western drsd. meats:			
Steers, carcasses..	6,773½	5,606	7,838
Cows, carcasses ..	731½	601½	381
Bulls, carcasses ..	135	177½	100
Veals, carcasses ..	11,107	11,217	13,010
Lambs, carcasses ..	23,042	18,200	21,048
Mutton, carcasses ..	1,998	714	1,414
Beef cuts, lbs....	448,935	429,900	535,982
Pork cuts, lbs....	1,328,602	1,523,533	1,206,692
Local slaughters:			
Cattle	7,884	9,078	10,746
Calves	16,193	15,104	18,017
Hogs	57,391	62,696	49,873
Sheep	39,001	47,035	43,609

PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughters under city and federal inspection at Philadelphia, Pa., for the week ended Apr. 7, 1928, with comparisons, were as follows:

	Week ending April 7.	Prev. week.	Cor. week. 1927.
Western dressed meats:			
Steers, carcasses ..	1,957	1,960	2,210
Cows, carcasses ..	839	862	870
Bulls, carcasses ..	288	285	391
Veals, carcasses ..	2,525	2,400	1,416
Lambs, carcasses ..	9,977	8,164	8,824
Mutton, carcasses ..	811	876	583
Pork, lbs.	514,850	572,269	506,227
Local slaughters:			
Cattle	1,276	1,601	1,846
Calves	2,080	1,907	2,727
Hogs	18,055	20,068	19,707
Sheep	4,120	4,356	5,326

OPEN KINGAN'S NEW BRANCH.

From 2 until 9 p. m. Tuesday, April 10, a steady stream of visitors inspected the new branch house of the Kingan Provision Company at 700-728 Brook Avenue, Bronx, and enjoyed the hospitality of the company. Customers of long standing, as well as friends in the trade, vied with each other in commendation of this most modern and up-to-date branch house, which is complete in every detail.

Situated on an area of some 171 feet long by 55 feet wide, and an additional platform accommodating three railroad cars, this branch house has all the facilities of receiving and processing commodities under the most sanitary conditions.

In the first place the railroad siding gives the advantage of receiving the goods on a platform that is entirely covered and protected from the elements. Secondly, the height and construction of the building permits that trucks may be loaded directly from the coolers.

The building is entirely of reinforced concrete with heavy steel doors, and wood is nowhere to be found on the premises with the exception of the large hickory logs with which this company smokes all its meats. All the pillars are of the mushroom shape, fitting a square base and tapering in the center, giving more space.

On the lower floor are the boilers, refrigerating machines, receiving coolers and working tables. The second or street floor has the weighing room, coolers for fresh meats, pork products and poultry, a special compartment for smoked meats and a show room. On the upper floor are the offices, lockers, store room for canned products not requiring refrigeration, and a large room where hams and bacon will be canvassed and wrapped.

John R. Kingan of Indianapolis, president of the company, made a special trip to New York to be present at the opening, and with Robert McVickar, general superintendent in the metropolitan district, John Lynn, who will be in charge of the plant, and a large staff of salesmen and clerks, were on hand to show the plant and offer refreshments to the visitors. The refreshments consisted of meat from the hams which are smoked with hickory wood only and require 48 hours' time, as well as Virginia hams which take from four to five months.

In the plant will be carried a full line of dressed beef, veal, lamb, mutton, pork, poultry, butter and eggs, as well as Kingan's celebrated smoked meats, etc. The new Kingan branch will serve a large district, not only in the Bronx, but also covering entire Westchester county.

NEW YORK LIVE STOCK.

Receipts of live stock at New York for week ended Apr. 7, 1928, were reported officially as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	3,010	9,985	7,208	13,242
New York	1,038	4,553	22,556	4,616
Central Union	2,423	1,318	306	13,908
Total	6,471	15,736	30,130	30,767
Previous week	7,822	17,353	33,755	44,696
Two weeks ago....	7,375	14,006	48,840	21,990

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for discriminating Sausage Makers

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THOMSON & TAYLOR COMPANY

Recleaned Whole and Ground

Spices for Meat Packers

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Cut down your cost with our once used Pork Barrels
Write for prices

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NEW CURING VATS

Dozier Meat Crates
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"Niagara Brand"

Genuine Double Refined Saltpetre (Nitrate of Potash)
and Double Refined Nitrate of Soda

"The old reliable way to cure meat right"

Both Complying with Requirements of the B. A. I.

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Summer-time PROTECTION

Packing your Ham, Bacon and Summer Sau-
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complete protection from skippers and other
insects. Let us send you samples and prices.

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NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, good	@13.25
Cows, medium	7.00@8.00
Bulls, light to medium	7.00@8.00

LIVE CALVES.

Calves, veals, good and ch.	\$16.75@17.50
Calves, com. to med., per 100 lbs.	12.50@14.75

LIVE SHEEP AND LAMBS.

Lambs, prime, 100 lbs.	@17.75
Lambs, mixed, 100 lbs.	14.00@15.00

LIVE HOGS.

Hogs, heavy	\$8.50@9.00
Hogs, medium	9.25@9.40
Hogs, 120 lbs.	8.50@9.50
Roughs	@7.00
Good Roughs	7.50@8.25

DRESSED HOGS.

Hogs, heavy	@12.50
Hogs, 180 lbs.	@13.25
Pigs, 80 lbs.	@13.25
Pigs, 80-140 lbs.	@13.25

DRESSED BEEF.

CITY DRESSED.

Choice, native heavy	23	@25
Choice, native light	23	@25
Native, common to fair	21	@22

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	21	@22½
Native choice yearlings, 400@600 lbs.	21	@22½
Western steers, 600@800 lbs.	18	@19½
Good to choice heifers.	16½	@18
Good to choice cows.	15½	@16½
Common to fair cows.	14½	@15½
Fresh bologna bulls.	12½	@13½

BEEF CUTS.

	Western.	City.
No. 1 ribs	24	@25
No. 2 ribs	21	@23
No. 3 ribs	21	@23
No. 1 loins	29	@32
No. 2 loins	28	@29
No. 3 loins	22	@24
No. 1 hinds and ribs	25	@28
No. 2 hinds and ribs	22	@24
No. 3 hinds and ribs	20	@21
No. 1 rounds	19	@20
No. 2 rounds	18	@19
No. 3 rounds	17	@18
No. 1 chucks	18	@19
No. 2 chucks	16	@18
No. 3 chucks	15	@16
Bolognas	6	@13
Rolls, reg., 6@8 lbs. avg.	22	@23
Rolls, reg., 4@6 lbs. avg.	17	@18
Tenderloins, 4@6 lbs. avg.	60	@70
Tenderloins, 5@6 lbs. avg.	60	@90
Shoulder clods	10	@11

DRESSED CALVES.

Prime	24	@26
Choice	23	@26
Good	21	@23
Medium	19	@21

DRESSED SHEEP AND LAMBS.

Lambs, choice spring	32	@36
Lambs, good	26	@28
Lambs, poor grade	24	@25
Sheep, good	17	@20
Sheep, medium	15	@17
Sheep, common	13	@15

SMOKED MEATS.

Hams, 8@10 lbs. avg.	19½	@20½
Hams, 10@12 lbs. avg.	19	@20
Hams, 12@14 lbs. avg.	19	@20
Picnics, 4@6 lbs. avg.	12	@12½
Picnics, 6@8 lbs. avg.	11½	@12½
Rollettes, 6@8 lbs. avg.	13	@14
Beef tongue, light	28	@32
Beef tongue, heavy	32	@34
Bacon, boneless, Western	22	@23
Bacon, boneless, city	18	@19
Pickled bellies, 8@10 lbs. avg.	14	@15

FANCY MEATS.

Fresh steer tongues, untrimmed	25c	a pound
Fresh steer tongues, l. c. trim'd	35c	a pound
Sweetbreads, beef	65c	a pound
Sweetbreads, veal	\$1.00	a pair
Beef kidneys	15c	a pound
Mutton kidneys	8c	each
Livers, beef	38c	a pound
Oxtails	15c	a pound
Beef hanging tenders	25c	a pound
Lamb fries	10c	a pair

FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs. average	17	@18
Pork tenderloins, fresh	50	@51
Pork tenderloins, frozen	45	@50
Shoulders, city, 10@12 lbs. avg.	13	@14
Shoulders, Western, 10@12 lbs. avg.	12	@13
Butts, boneless, Western	17	@18
Butts, regular, Western	15	@16
Hams, Western, fresh, 10@12 lbs. avg.	19	@20
Hams, city, fresh, 6@10 lbs. avg.	21	@22
Picnic hams, Western, fresh, 6@8 lbs. average	11	@12
Pork trimmings, extra lean	20	@21
Pork trimmings, regular, 50% lean	10	@11
Spareribs, fresh	10	@11

BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs.	95.00@100.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs.	@75.00
Black hoofs, per ton	45.00@50.00
Striped hoofs, per ton	45.00@50.00
White hoofs, per ton	@85.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces	@100.00
Horns, avg. 7½ oz. and over, No. 1s.	300.00@325.00
Horns, avg. 7½ oz. and over, No. 2s.	250.00@275.00
Horns, avg. 7½ oz. and over, No. 3s.	200.00@225.00

BUTCHERS' FAT.

Shop fat	@2½
Breast fat	@4½
Edible suet	@6
Cond. suet	@5½

SPICES.

	Whole.	Ground.
Allspice	20	23
Cinnamon	16	19
Cloves	20	26
Coriander	13	16
Ginger	17	17
Mace	1.05	1.15
Nutmeg	39	39
Pepper, black	41½	45½
Pepper, Cayenne	44	48
Pepper, red	35	35
Pepper, white	61	65

GREEN CALFSKINS.

	5-9 9½-12½	12½-14	14-18	18 up
Prime No. 1 Veals	32	3.50	3.85	4.05
Prime No. 2 Veals	30	3.30	3.60	3.80
Buttermilk No. 1	29	3.15	3.50	3.70
Buttermilk No. 2	27	2.95	3.25	3.45
Branded Gruby	18	2.00	2.25	2.45
Number 3				3.20
				At Value

CURING MATERIALS.

		Dbl. Bags
In lots of less than 25 bbls.	Bbls. per lb.	
Double refined saltpetre, granulated	6c	5½c
Double refined saltpetre, small crystal	7½c	7½c
Double refined large crystal saltpetre	8½c	8½c
Double refined nitrate soda	4c	3½c
In 25 barrel lots:		
Double refined saltpetre, granulated	5½c	5½c
Double refined saltpetre, small crystal	7½c	7½c
Double refined saltpetre, large crystal	8½c	8c
Double refined nitrate soda, granulated	3½c	3½c

DRESSED POULTRY.

FRESH KILLED.

Fowls—fresh—dry picked—12 to box—fair to good:	
Western, 60 to 65 lbs. to dozen, lb.	27 @29
Western, 48 to 54 lbs. to dozen, lb.	27 @29
Western, 43 to 47 lbs. to dozen, lb.	26 @28
Western, 36 to 42 lbs. to dozen, lb.	26 @28
Western, 30 to 35 lbs. to dozen, lb.	24 @26
Fowls—fresh—dry pld.—prime to fry—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.	30 @31
Western, 48 to 54 lbs. to dozen, lb.	30 @31
Western, 43 to 47 lbs. to dozen, lb.	29 @30
Western, 36 to 42 lbs. to dozen, lb.	29 @30
Western, 30 to 35 lbs. to dozen, lb.	27 @27
Fowls—frozen—dry pld.—fair to good—12 to box:	
Western, 60 to 65 lbs., lb.	26 @28
Western, 55 to 59 lbs., lb.	26 @28
Western, 43 to 47 lbs., lb.	26 @28
Western, 30 to 35 lbs., lb.	23 @25
Ducks—	
Long Island, prime, frozen, boxes	10 @20
Squabs—	
White, 11 to 12 lbs. to dozen, per lb.	65 @70
Squabs, 9 to 10 lbs.	60 @65

LIVE POULTRY.

Fowls, colored, per lb., via express	@30
Turkey hens, via express	@50
Geese, fair to good	22 @23
Pigeons, per pair, via freight or express	40 @45

BUTTER.

Creamery, extras (92 score)	@44½
Creamery, firsts (88 to 91 score)	43½ @44½
Creamery, seconds	43 @43½
Creamery, lower grades	41½ @42½

EGGS.

(Regular packed.)

Extras	30½ @31
Extra firsts	29 @30
Firsts	27 @28½
Checks	25 @25½

FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, delivered per 100 lbs.	2.80@2.90
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York	@2.60
Blood, dried, 15-16% per unit	@5.10
Fish scrap, dried 11% ammonia, 10% B. P. L. f.o.b. fish factory	5.10 @10c
Fish guano, foreign 13@14% ammonia, 10% B. P. L.	4.90 @10c
Fish scrap, acidulated, 6% ammonia, 8% A. P. A. f.o.b. fish factory	4.00 @50c
Soda Nitrate, in bags, 100 lbs. spot	@2.32½
Tankage, ground 10% ammonia, 18% B. P. L., bulk	4.65 @10c
Tankage, unground, 9@10% ammonia	4.30 @10c

Phosphates.

Bone meal, steamed, 3 and 50 bags, per ton	@32.00
Bone meal, raw 4½ and 50 bags, per ton	@38.00
Acid phosphate, bulk, f. o. b. Baltimore, per ton, 16% flat	@3.00

Potash.

Manure salt, 20% bulk, per tno.	@12.40
Kainit, 12.4% bulk, per ton	@2.00
Muriate in bags, basis 80%, per ton	@36.40
Sulphate in bags, basis 90%, per ton	@45.70

Beef.

Cracklings, 50% unground	@1.10
Cracklings, 60% unground	@1.30

Meat Scraps, Ground.

50%	@55.00
55%	@70.00

Emil Kohn, Inc.

Calfskins

Specialists in skins of quality on consignment. Results talk! Information gladly furnished.

Office and Warehouse
407 East 31st St.,
NEW YORK, N. Y.
Caledonia 0115-0114

Lincoln Farms Products Corporation

Collectors and Renderers of

Bones FAT Skins

Manufacturer of Poultry Feeds

Office: 407 E. 31st St.
NEW YORK CITY
Phone: Caledonia 0114-0124
Factory: Fisk St., Jersey City, N. J.

928.

@20
@50
@25
@45

@44½
@44½
@43½
@42½

@51
@30
@28½
@28½

@2.96

@2.00
@5.10

& 10c

& 10c

& 50c
2.32½

& 10c
10c

22.00

35.00

9.00

12.40

9.00

36.40

45.70

1.10

1.50

65.00

70.00

3.

3

1.

3

19

J.